#### **HOT SPOTS**



Music-video exposure. combined with an EP debut, pays off for S-Curve and its rising soul star Joss Stone.



The wait is over for fans, as George Michael makes his U.S. return after an eight-year hiatus with Epic debut "Patience."



28 'More' To Come

Tamia fights back against adversity to launch her third album almost a year after its original scheduled release.





Janet Jackson backstage at the Super Bowl

Retro Rock Garb Bags Big Bucks For Fashion Firm company Cing Group.

BY CARLA HAY They say everything old is new again. That is certainly true for Trunk Ltd. The Santa Monica, Calif.-based fashion company is EXGLUSIVE the licensing rights for making a name for itself by reissuing vintage rock T-shirts.

Launched in December, Trunk is rojected to do more than \$5 million in sales this year, according to parent

What sets Trunk apart from many other fashion brands selling vintage Tshirts is that Trunk has been able to get tles, the Doors, Madonna, Ozzy Osbourne, Kiss and Bruce Springsteen. Unlike most music merchandising companies, which tend to focus on the (Continued on page 72)

**Legit P2P** On Road To Reality Filtering Is The Keu:

#### BY BRIAN GARRITY

\$6.99 (U.S.), \$8.99 (CAN.), £5.50 (U.K.), €8.95 (EUROPE), Y2,500 (JAPAN)

NEW YORK-The race is on to legitimize peer-to-peer technology.

New Ventures Emerging

Music business sources predict that commercial P2P services are coming by 2005-both as startup ventures and cleaned-up versions of existing networks.

John Frankenheimer, co-chairman of Loeb & Loeb, gave the boldest public P2P prediction to date at the recent Billboard Music & Money Symposium, when he said that he expects legitimate P2P services to be a reality within the next year.

Others in the industry are quietly seconding the forecast. "It's within the realm of possibility."

one major-label technology expert says (Continued on page 71)





The album that everybody's talking about... Canl Thomas Lit's Talk about It

IN STORES MARCH 23RD

#### song of the year "nerdóname mi amor"

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Estamos orgullosos de representar los derechos de ejecución de los autores y compositores más talentosos. Felicitamos a estos grandes creadores de la música Latina, cuyas canciones han sido las de más éxito y popularidad del año pasado.



#### songwriter of the year



LESTER MENDEZ PARA QUÉ LA VIDA



AY! BUENO



LA REINA DEL SUR





CON ELLA ENTRE EL DELIRIO Y LA LOCURA POR MÁS QUE INTENTO



JUGO A LA VIDA





CARALUNA MI PRIMER MILLÓN



Hacemos tributo a rafael bernández **Un magistral compositor** o Inspiración universal

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TIZIANO FERRO (BIAE)

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JIMENEZ (SADII) TF SOLTÉ LA RIFRIDA

MEXICAN MUSIC COPYRIGHT, INC.

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OEL DAVID LIZÁRRAGI LAS VÍAS DEL AMOR BÉSAME EN LA BOCA

SHIPLEY MARTE

URS FERNANDO OCHO

ELSTEN TORRES

CONAZÓN CHIQUITO

TROY VERGES

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The Triplets Of Belleville

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# **Uptront**





## Stone Exhibits Plenty Of 'Soul'

BY MARGO WHITMIRE

For 16-year-old newcomer Joss Stone, the rules don't apply.

Without the usual push at radio, the S-Curve Records artist's debut EP, "The Soul Sessions," has jumped from the bottom half of The Billboard 200 to No. 64 this issue. The success is attributed to music video exposure

and a unique marketing strategy. S-Curve president Steve Greenberg executiveand co-produced the project. He explains that releasing an EP before a full studio album opened doors that are usually closed to new artists.

"If you put out a regular studio album with a single to pop radio, the world is really going to judge her based on how the single does," Greenberg says. "With 'Sessions,' we made a record that stood on its own, that clearly wasn't made for the sole purpose of

having hit singles." The collection of vintage soul covers arrived in September 2003, "The Soul Sessions" served

as an introduction to the Devon, England, singer's upcoming album of original material. "I thought it was just going to be a word-of-

mouth thing," Stone recalls. "That was the (Continued on page 73)

## **New Era Dawns** At BMG Distribution

BY ED CHRISTMAN

Katz as executive VP/GM of BMG Distribution reflects the final

changing of the guard for U.S. music distribution. Katz was an intern in the Arista

sales denartment in 1987, the year that Pete Jones was nicked to lead BMG Distribution. Jones, who is retiring March 31, was the sole head of distribution still holding sway from the bygone era when the "Big Six" distribution presidents dominated the sales side of the music industry. I am inheriting a fantastic

the most respected sales and mar keting team in the industry," says Katz, who has served as senior VP of sales at Arista since 1999.

With all the challenges facing the industry, it's a great time to meet them head-on and help bring the (BMG Distribution) organization into the future." Katz says.

Retailers praised Jones' replacement, even as they lamented his departure.

"Incoming, I don't think there is any better choice than Jordan. He is probably the most NEW YORK-The appointment of Jordan retail-sawy executive in any label group-and

now, distribution group-and Musicland is just thrilled that he has this job," says Lew Garrett. president of purchasing for Musicland Group

Russ Solomon, chairman emeritus at Tower Records, agrees. He says Katz's appointment is "absolutely wonderful news. He is 100% one of the most forwardthinking record executives I have

Jones, one of the most respected executives in the industry. was originally slated to sten down at the end of 2003 but staved on through a transitional period.

"Jones has been a true friend of retail and a clear pioneer in helping retail work through all of the issues over the years," Garrett says. "I can't imagine this business without Jones.

Solomon, likewise, calls Jones "one of the most stalwart guys in the industry. He is a real asset to the business, a class guy, and I hate to see him go."



## Gibson Wins Suit

Guitar Maker Defends Its Les Paul Trademark BY RAY WADDELL Nashville-based Gibson Guitar has manufac-

COURT SAID THIS PRS MODEL INFRINGES GIBSON TRADEMARK

and CHRISTOPHER WALSH

Gibson Guitar has won an important trade-

mark-infringement case against instrument manufacturer Paul Reed Smith (PRS) The claim involved Gibson's Les Paul single cut-

away guitar. Gibson attorneys charged PRS with using the Les Paul body design without permission or compensation.

Judge William J. Haynes in the U.S. District Court for the Middle District of Tennessee ruled that the Steubenville, Md.-

based PRS infringed upon Gibson's trademark. According to the claim, the PRS "Singlecut" model unjustly used the Les Paul design, causing confusion in the marketplace and damages to Gibson Guitar The amount of those damages will be determined in the next phase of the proceedings.

tured guitars and other musical instruments for more than 100 years, and its premier product, the Les Paul guitar, has been sold continuously since 1952.

The Gibson Les Paul is named after the recording artist of the same name, who has been the leading proponent of the electric solid body guitar since the early

Les Paul, the ar-

tist, and Gibson Guitar have a longstanding relationship, Gibson Guitar also sells lowerpriced versions of its Les Paul guitar

under the Epiphone brand. Gibson's Les Paul single cutaway guitar is traditionally shaped with a portion removed from the body of the guitar where the lower section of the fingerboard meets the body of the guitar.

(Continued on page 59)

## 'Virtual Orchestra' Strikes **Sour Note With Musicians**

#### BY CHRISTOPHER WALSH

NEW YORK-A musician's union and a technology company are in a heated battle over the latter's virtual orchestra. Realtime Music Systems (RMS) says its Sinfonia is intended to supplement

live musicians. Not so, says the union, On March 4, RMS filed an unfair labor practice charge against Local 802 of the American Federation of Musicians (AFM) It cited the union's agreement with the Opera Company of Brooklyn (OCB), under which OCB would ban the

use of Sinfonia from future productions. In an August 2003 production of Mozart's "The Magic Flute," OCB used Sinfonia. It consists of a computer. keyboards and samplers and simulates orchestral sounds the way a synthesizer does

Last month, the company was to

stage Mozart's "Le Nozze di Figaro" using Sinfonia in addition to live musicians. But Local 802 representatives persuaded the musicians not to play with Sinfonia's accompaniment, OCB and Local 802 then announced the ban.

#### VASTLY DIFFERENT OPINIONS T've been living with this pretty

much since our inception," RMS CEO Jeff Lazarus says, "But this is the first time we've really taken a stand."

Sinfonia, Lazarus argues, is not meant to replace musicians. He says that it supplements live musicians.

allowing the sound of a full orchestra. "We're not against musicians or trying to put them out of jobs," he says. "We're musicians.

"There's a musician playing it, like any other musical instrument," Lazarus emphasizes. "That needs to

Local 802 president David Lennon disagrees, "We're not talking about a musical instrument here." Lennon says, "Make that distinction very clear: It is a machine that is operated

Lennon says technology is only better when it improves, not diminishes, something. "Live performance is what's

at stake here," he adds. OCB representatives declined to comment.

Controversy over Sinfonia erunted during the 2003 contract dispute between Local 802 and the League of American Theaters and Producers. Eighteen Broadway theaters closed for four days when negotiations regarding the minimum number of musicians required for an orchestra-which varies by theater-broke down.

(Continued on page 73)



## **Onda Expands Production Role** Beyond TV, Fashion

BY MICHAEL PAOLETTA

Onda Productions fully understands the synergy between the worlds of fashion and music

In four short years, the production

and music supervision firm has built a business creating and remixing music for TV ads and fashion shows.

Its client roster includes Gucci. Diane Von Furstenberg, Hugo Boss, John Varvatos, Old Navy, Cotton Inc. Now, the New York-based compa-

ny is extending its reach with the formation of Onda Entertainment. This new division will sign artists to production deals and bring them to the record industry.

Onda Entertainment will handle it all, from music production and management to getting the artist nlaced with a label," says Rene Arse-

nault. Onda Productions co-founder. Tom Sarig, former VP of A&R at MCA, joins the Onda Entertainment team, which consists of co-founders and production partners Michaelange-

lo L'Acqua, Gregg Fine and Arsenault. "We see Onda Entertainment as the next logical step," Arsenault adds. "Onda Productions gave us the opportunity to make a real foray into the music industry.

"We have worked with Onda for years," Diane Von Furstenberg director of PR Jennifer Talbott says. "They understand that Diane's personality and the collection's theme must come through in the music. With Onda, we

get music that is fresh and modern." Daniel Chu, creative director/senior converiter of advertising agency TBWA/Chiat Day, concurs. "Unlike traditional music production houses. Onda does not create generic.

jingly sounding music," he says. They understand new genres of music," he continues, "And they know how to make it accessible to the world. This is key for such Chu clients as

Kmart and Embassy Suites, which have used Onda-created music in recent TV ads. Onda, the recording trio, has

licensed original tracks to such labels as Hed Kandi, Wave and Naked Music/Astralwerks for dance/electronic compilations

Recently, Onda executive-produced the Isley Brothers remix collection, "Takin" It to the Next Phase," for Epic/Legacy.

(Continued on page 59,



## Study: **Events** Unsafe

#### BY JULIANA KORANTENG LONDON-A new survey of con-

cert-goers concludes that a paucity of crowd-management skills threatens the U.K. touring The report, presented at the

International Live Music Conference (ILMC) March 12-14 in London, warned touring professionals that massive improvements are needed across the board to ensure public safety at venues. According to the report, the

industry needs to re-evaluate the management of large field sites for (Continued on page 73)

## Menudo Returns

#### Hunt For New Members Begins

MIAMI-Boy bands haven't gotten much respect since the heyday of the Backstreet Boys and 'N Sync. But a group of investors is banking on a Menudo revival to reawaken the preteen market.

Menudo Entertainment LLC plans to launch a series of onen calls in the United States, Puerto Rico and Latin America this summer to look for the next incarnation of Latin pop's most successful boy band "It will be cutting-edge music with

live flair," says Jeff Weiner, principal of Menudo Entertainment, "There's been a void in the preteen market for that kind of music. We're looking to go to

that niche market that we feel has been untapped for the past 10 to 15 years." Weiner, who was formerly Tito Puente's business partner, joined with

Barry Solomon (formerly with NBC) and promoter/marketer Jerry Brenner in Menudo Entertainment. Last month, the group secured the

rights to the Menudo name from Latin record executive Oscar Llord The new Menudo, Weiner says, will be a bilingual, bicultural band made un

of five members, 10 to 14 years old. As with the original Menudo, members will be steadily rotated to maintain a youthful age range. Weiner adds that he hopes some solo stars will also emerge from the mix.

## (Continued on page 73)

#### BY CHRIS MORRIS

Blix Street Records has sued the parents of late vocalist Eva Cassidy and a film producer, alleging that they breached rights to the singer's recordings held by the label. In the suit, filed March 15 in California Superior

Court in Los Angeles, Blix Street alleges that Hugh and Barbara Cassidy have violated a 1997 agreement with the label. That agreement gives the label exclusive rights to release all recordings by their daughter, who died of melanoma in November 1996.

Thanks to extensive radio and TV coverage, Blix Street's 1998 Cassidy album "Songbird" became a major international hit. The label claims in the suit

that Cassidy's posthumous recordings have sold more than 6 million units worldwide and that the Cassidys have received more than \$5 million from Blix Street. The suit claims that after meeting with a man

named Allen Gelbard, who wanted to produce a film about Cassidy's life. Blix Street decided not to grant synchronization licenses for the film soundtrack. Nonetheless, the Cassidys partnered with Gelbard to produce the film. Thereafter, the action alleges, the Cassidys, Gelbard

Blix Street Sues Eva Cassidy Parents

and their company, Eva Cassidy Partners LLC, tried to breach Blix Street's contract. In one purported instance, the Cassidys insisted that the owners of a group of recordings by the act Method Actor (which featured Eva Cassidy) be allowed to grant synch. licenses for the film, in violation of Blix Street's rights. The suit claims that the defendants threatened to secure synch licenses from other third parties to circumvent Blix Street's rights and undertook "a campaign of harassment" against the label. It also alleges

that the Cassidys have denied the exclusive nature of their contract with the label. The suit seeks compensatory, exemplary and punitive damages to be determined: a judicial determination of Blix Street's exclusive rights to the Cassidy

recordings; and a right to refuse the granting of synch rights for the proposed feature film. Neil Fischer, a Los Angeles attorney who represents the Cassidys, said he had not seen a copy

of the action.

## JFWSLINE.

Interscope, A&M. Geffen and DreamWorks will begin using one staff to promote all R&B, hip-hop and crossover releases. Interscope senior urban executive Step Johnson heads the new department. The restructuring of Geffen's urban promotion operation eliminates eight positions. The reconfigured urban team now numbers 35. Among the exiting executives are urban music weteran Don Eason and rhythmic crossover head Tom Maffei. Sources say another senior Interscope executive, Howard Geiger, has segued to Universal-distributed Blackground Records. Artists on the four labels' collective roster include Mary J. Blige, Eminem, Dr. Dre, 50 Cent, Avant and the Roots, The restructuring follows Geffen's recent absorption of DreamWorks and Polly Anthony's appointment as Geffen's co-president with Jordan Schur CAN MITCHELL

Warner Música, the U.S. Latin division of Warner Bros. Records, has suffered a new wave of layoffs. Sources say approximately eight people were let go March 16-17, including Amir Agai, the label's VP of A&R. Warner Música now has about 15 staffers in the United States and Puerto Rico. The label had no comment at press time.

The Federal Communications Commission has levied another large indecency fine against Clear Channel. This time, it is a \$247,500 penalty against syndicated modern WWDC (DC101) Washington, D.C., morning man Elliot Segal for material broadcast last year on three stations that carry his show. The material in question involved a discussion about oral sex and adult-film star Ron Jeremy with a female caller, warranting the maximum \$27,500 fine per incident. The bit aired two more times during the day in promos for Segal's show WRXL Richmond, Va., and WOSC Bethany Beach, Del., carry the program, Clear Channel issued a statement saving that the incident in question took place one war before it implemented its Responsible Broadcasting Initiative and that it has since begun broadcasting Segal's show with a sevensecond delay. The radio group also said it would "investigate the situation fully and respond as appropriate."

Starbucks' Hear Music Coffeehouse, an in-store music-retail offering, opened for business March 16 at the company's Santa Monica, Calif., location. Customers can create customized CDs, with a price range of \$6,95 to \$12.95. Universal, EMI, Sony and Warner Bros. are licensing music to Starbucks. Don MacKinnon, Starbucks VP of music and entertainment, says the chain is aggressively courting indie labels and expects BMG to be on board soon. About 20,000 songs are available at the Santa Monica store. That number is expected to grow to 150,000 in the coming weeks. Interscope Geffen A&M chairman Jimmy Jovine tells Billboard that despite the popularity of downloading at home, the Starbucks project will attract customers. "When families go on Kazaa and look for Britney [Spears] or Norah [Jones], they might see 50% nomography, but Starbucks is a safe environment to find music About 2,500 stores will be equipped during the next two years. SUSANNE AULT

Bill Thomas exits ASCAP as assistant VP/chief of staff. ASCAP has eliminated the position. Before he was promoted in 2002. Thomas, a 14-year veteran, was director of public affairs. He joined ASCAP in April 1990. BILL HOLLAND

The Future of Music Coalition will hold its annual summit conference May 2-3 in Washington, D.C., at George Washington University's Lisner auditorium. FMC is involved in issues such as media consolidation, artists' rights, low power radio and online music exploration. More than 70 panelists and as many as 1,000 attendees are expected. Confirmed keynoters include Sen. Norm Coleman, R-Minn., chairman of the Senate Permanent Subcommittee on Investigations, and Michael Copps, Democratic commissioner on the Federal Communications Commission, Among the lineum of nanelists are Danny Goldberg, chairman/CEO of Artemis Records: Derek Sivers, president of CD Baby; John Simson, executive director of Sound Exchange; Janeane Garofalo, actress and comedian; Seth Hurwitz, owner of the 9:30 club; and Dave Meinart, president of the Pacific Northwest chapter of the National Academy of Recording Arts and Sciences and owner of Blue Team Management

Highlights from one of the largest music events in the United States will air as a two-hour summer TV special. Nashville's 2004 Country Music Assn. Music Festival, formerly known as Fan Fair and set for June 10-13, will provide the highlights for the CBS broadcast. The network also airs the annual CMA Music Awards. Robert Deaton of Nashville-based Deaton Flanigen Productions will produce the special.

For the latest breaking news, go to billboard,biz.

## Korea Rings In Cash

Cell Tunes Make More Money Than Recorded-Music Sales

#### BY MARK PUSSELL

SEOUL-South Korea is making phones ring to the tune of cash registers. In 2003 revenue from mobilephone music services outstripped sales of recorded music, according to

industry sources The Korea Assn. of Phonograph Producers (KAPP) says total revenue from mobile-related music services was close to 400 billion won (\$336 million) last vear. In contrast, labels body the Recording Industry Assn. of Korea (RIAK) says that recorded-music sales totaled 188 billion won (\$158 million) in 2003. down 32% from 2002

KAPP statistics indicate that music revenue from mobile use reached about 110 billion won (\$92 million) in 2002 and 29 billion won (\$24 million) in 2001. KAPP is a "digital contents music association" comprising many of the same members as the RIAK.

The huge and rapidly growing ringtone and ring-tune markets have caused the ailing music industry here to reconsider its business model earlier than anticipated

Sony Music Entertainment Korea managing director Yang Beom-joon describes the emerging transition to a digital economy as "difficult" but notes that ultimately consumers determine the market's direction

The music industry must change to meet our customers' behavior." Yang says. "All the money being made from mobile services may not compensate for all the Internet piracy, but it will help us to see a new opportunity." Government regulatory authorities

have grouped revenue generated by mobile-phone services with Internet services. After much lobbying by KAPP. the RIAK, authors body the Korean Music Copyright Assn, and other industry organizations, the Ministry of Culture and Tourism assigned responsibility for collecting and distributing mobile royalties to KAPP beginning July 1, 2003

Ring tones cost 200 won to 600 won (16 cents-50 cents) per clip. while "color rings" (the local name for ring tunes) cost 700 to 1,200 won per clip. Users also pay a monthly 900-won subscription fee to their

telecom provider.

A wide array of ring tones is available for downloading, from the latest pop hits to favorites of the past, Korean music dominates the mobile-music market, with more than 90% of repertoire being local, far above the 60% level in the recorded-music market

In addition to ring tones and ring tunes, music streaming and downloading, background music that plays during conversations and streaming video services are also available to mobile phone users.

South Korea has one of the world's highest mobile usage rates: As of October 2003, 33 million mobile phones were in use in a country of 48 million people.

(Continued on page 59)



## U.K. Forms Piracy Forum

LONDON-The British government is sending signals to creative industries that it is taking very seriously the threats to intellectual property.

The latest initiative from the government is the creation of a multi-industry forum set up to address the key issues surrounding intellectual property protection.

The creation of the forum was announced by culture secretary Tessa Jowell during a March 15 speech in Mum-

The forum will cover a broad array of interests, including film, music, publishing, design, fashion, computer games, Internet service providers, telecoms, hardware manufacturers and consumers

The group will include government departments in the discussion of issues ranging from piracy to taxation. Further details will be outlined next month.

Jowell said the forum was part of a governmentdriven plan for "a shared approach in the fight against

## **UME Gets Hip** To Web Sales

#### BY CHRIS MORRIS

LOS ANGELES-Perceiving a Web-based opening in a shrinking retail universe, Universal Music Enterprises is launching an Internetonly catalog imprint, Hip-O Select.

The collector-oriented label will offer limited-edition packages that might not be able

to find a home in the racks. It is similar in inspiration and intent to Warner Music Group's 5-yearold Rhino Handmade.

UME president Bruce Resnikoff notes, "There is still a yearning for physical product in a world where the business is shifting from a physical

world to a downloading world . . . There's been a huge transition from the traditional retailer to the big-box stores. There has been a big squeeze on product.

"It's leaving more and more product that has no home," Resnikoff continues. "What we're trying to do is not see that





# Opinion Editorials / Commentary / Letters



## **An Indecent Proposal**

Then it comes to American poli-tics, Marx had it nailed. No, not hen it comes to American poli-Karl Marx, who penned the Communist Manifesto: Groucho Marx. the king of wisecracks.

"Politics," he said, "is the art of looking for trouble, finding it everywhere, diagnosing it incorrectly, and applying

the wrong remedies." Leave it to Congress to prove the truth in that truism

The full House last week voted to hike the maximum fine for indecency over the airwayes to \$500,000 from \$27,500 and to extend the reach of the indecency law to "nonlicensees," That would include guests and callers who may have no con-

nection with the broadcast outlet. The Senate Commerce Committee has passed similar legislation, and now the full Senate is scheduled to take up the measure. President Bush, meanwhile, is urging Capitol Hill to act quickly on the measure. There's an election going on, don't you know.

And therein lies the problem. Politics is once again overruling reason in the midst of a heated election campaign.

No matter how you examine this issue, constitutionally or from a simple policy point of view, it adds up to had lawmaking

As former Supreme Court Justice Thurgood Marshall once said: "If the First Amendment means anything, it means that a state has no business

telling a man, sitting alone in his house, what books he may read or what films he may watch '

Politics is once again overruling reason in the midst of a heated election campaign.

Add to that: what radio program he may listen to or what television show he

This kind of legislation represents the ultimate in government intrusiveness. It is clearly an affront to the First Amendment.

But what makes this measure truly annoving is that the administration and the Republican-controlled Congress are so rabidly pushing it.

Beginning with the Reagan administration in the late '80s, the GOP has been a champion of less government and fewer regulations. The Bush administration has exhibited no qualms about gutting clean air standards or deregulating the airwaves to allow an unprecedented tide of corporate consolidation. Yet on issues that pander to its political base, the standards seem to be different.

Unbelievably, House lawmakers are blaming media consolidation for the rise of indecency. Their bill contains a provision declaring a moratorium on the Federal Communications Commission's plan to loosen the rules even more. But here's the final, frightening irony. What began as a political outcry over singer Janet Jackson's breastbaring episode has now turned into a

real threat against free speech. Let's hope cooler heads prevail in the Senate and nut an end to this bla tant political grandstanding. Then, and only then, will we be able to rest assured that Courtney Love will stop baring her breasts. That surely merits bipartisan support.

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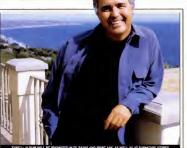
idoi' finalist R.J. Helton prepares to make his 'Real Life' debut



# VIUSIC



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## Roomful Of Jazz

Steve Turell Teams With Furniture Maker

#### BY MARGO WHITMIRE

With musical acts affiliating themselves with everything from soda to wireless devices, it was probably only a matter of time before an artist would inspire a furniture line. That artist is Grammy Award-winning jazz-

man Steve Tyrell. He has made a career of reinterpreting jazz standards for a modern audience. Now, Pennsylvania House is looking to "take classic shapes and reinvent them for a younger consumer," says the furniture retailer's VP of marketing, Ron Fuhrman. And the deal will offer Tyrell new exposure

for his work. When executives for the retailer heard Tyrell crooning in the background at a cocktail party, "a light went on," Fuhrman says, and New Standards: The Steve Tyrell Collec-

tion was launched in February. "I kind of went, 'Wow, a furniture line,' " Tyrell says, "I couldn't believe someone was

doing this Columbia Records VP of jazz marketing

Mark Feldman says the deal was exciting because "getting radio to play jazz standards is hard, so we're always looking at other outlets. Showrooms feature displays of Tyrell's lat-

est album, "This Guy's in Love," alongside the line of more than 75 18th-centuryinspired pieces. The campaign leans heavily on the title

(Continued on page 12)

## **Strong Interest** Precedes New Michael Album

#### BY PAUL SEXTON

George Michael is beginning to find out whether "Patience" is a virtue.

The title of the English singer/songwriter's new album-released March 15 internationally on Aegean/Sony Music—could be Michael's wish for his longtime fans, who have bided their time for nearly eight years since his last studio set of new songs, the 1996 release "Older,"

while for both parties.

There has been a really strong vibe around this album for months now," says Mark Noonan, head of music at HMV U.K. and Ireland

Indeed, the single "Amazing" debuted March 7 on the U.K. singles chart at No. 4, with opening sales of 41,000 units.

That is 10,000 more than the total British sales of Michael's last single, "Shoot the Dog," which was indifferently received in 2002 as the second of two releases in a singles deal with Polydor. (Continued on page 12)

Michael's first alhum of new conne in eight years will make Its U.S. bow in June on Epic.



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## Helton Jumps From 'Idol' Finalist To 'Real Life'

With "American Idol" as a launch pad, singer/songwriter R.J. Helton is preparing for the March 23 multiformat release of his B-Rite Music debut, "Real Life.

The album is getting a full-throttle push from three companies: B-Rite, the label's Christian market distributor: Provident Distribution; and Jive/BMG, which is handling distribution and promotion to mainstream

radio and retail. 'I wanted to make something that different types of people would listen

to. I love every type of music, from country to rock to rap to R&B to hip-



hop," says Helton, who co-wrote eight of the album's 12 cuts. "I wanted to add all of that in one CD, Because I do love every type of music. it's going to be fun for me to go to different markets

Helton started gaining a fan base when he won a wild-card spot on the debut season of "American Idol" and became one of the final five contestants. In 2002, he was a featured nerformer on the "American Idol" tour. Such opportunities have been muchappreciated by Helton, who has long wanted a career in music.

Currently an Atlanta resident, Helton grew up all over the country, as his father's job as a VP with Popeye's Chicken sourced numerous moves. At 16, Helton was recruited for the Reader's Digest tour of schools that had been an early vehicle for Paula Abdul and Backstreet Boys. After graduation, he toured with Soul Focus, but when the group disbanded, Helton began looking for other options and subsequently landed on the talent-contest show.

The 22-year-old describes "American Idol" as a "boot camp" that boosted his confidence. "I'm very strong now, much more outspoken than I used to be and I've learned a lot about patience. I've learned God's timing is perfect.

TKO Marketing president Linda Klosterman, who is working Helton's debut, says his experience gives him a head start on other new acts

"He came to B-Rite so wellprepared as an artist," she says. From the Reader's Digest tour to the training at 'American Idol' and then having a fan base

from the platform they provided has been an amazing asset. New artists don't usually have that. You have to start from scratch but 'American Idol' gave us a run-

ning start.

"Even If" is the first single going to mainstream AC. Christian AC and top 40 radio. Within the next month, B-Rite will also work an as-yet-undetermined single to gospel radio. The album will receive prime pricing and positioning at retail

Helton gained additional exposure last fall on the "Gotta Have Gospel" compilation CD released by Integrity

Music with the song "My Devotion." which became a hit in the United Kingdom and is being played in clubs

in the United States. Helton has also had major media visibility through appearances on "Today." "Good Morning America," CNN and MTV's "Total Request Live.

Gospo Centric/B-Rite president Vicki Mack-Lataillade says Helton's



album fits her goal of expanding her successful gospel venture into contemporary Christian and other areas. "Our big thing is we are getting rid

of the color lines," she says. "That's going to be a little difficult, but I'm up for that challenge. I don't want to feel like I have all black music or all white music. I don't like any of that Ikind of

labelingl. I don't think it has any place with people expressing their faith.

Helton, whose father is Mexican, is an artist that Mack-Lataillade sees as having broad-based appeal. "R.J. Helton [has] chosen to be an inspirational artist," she says. "He sings secular songs, but he also is singing Christian songs. He could have very easily done a secular record, but he has chosen to speak about his faith."

Helton says he chose to sign with B-Rite, the label responsible for the success of Kirk Franklin, because of the direction he wanted to go with

"I didn't want to sign with an allmainstream label, because they weren't going to allow me to sing about my faith and sing about relationships," says Helton, who is managed by Mitchell Solarek of Mitchell Entertainment Group. "[Labels were saying, 'It's one or the other. If you are going to do love, do love. If you are going to do God, do God.' But in meeting with B-Rite, I let them know my goals and visions, and they were behind me 100%. They allowed me to be myself. Not many new artists get to write as much as I got to. It's a very honest record and completely from my heart."



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#### Music

#### Michael

Continued from page 9

"Amazing" opened at No. 1 in Italy. No. 2 in Denmark and Spain and No. 4 in Ireland. That helped it enter the cumulative Eurochart Hot 100 Singles list at No. 4. It also bowed on the Australian chart at No. 8

"Patience"-to be released in June on Epic in the United States-also represents a dramatic rapprochement for Michael and Sony Music

Michael started his career in the early '80s as a CBS and later Sony artist in hit duo Wham! and staved with the company for the launch of his solo career with the hugely successful album "Faith" in 1987.

But in 1992. Michael famously and unsuccessfully sued Sony over creative ownership. He left the company in 1995 and signed with DreamWorks for North America and Virgin elsewhere. Then, last November, in a dramatic

twist, Michael re-signed for the world with Sony's U.K. division (Billboard, Nov. 18, 2003). "George was interested in two things," Sony U.K. chairman/CEO Rob

Stringer says. What mattered was that "he felt comfortable here and that the deal was good. Both those things got sorted out. Stringer points out that he and sev-

eral members of his team have close associations to Michael and his manager Andy Stephens and worked on the 1998 Sony compilation "Ladies and Gentlemen-The Best of George Michael," That release sold 9 million copies worldwide, according to

"There weren't fences Ito mend] with me, it wasn't like George hadn't worked on a successful project with us," he says, "The fences to be built were in America. [Sony U.S. president] Don Jenner was very positive about the whole project, met with George and discussed all the issues that needed to

be discussed "We definitely had to do that before we could do the signing. It's driven from Ithe United Kingdoml, but Don and George got on very well this time and had an honest conversation."

As for terms of the deal, Stephens says only, "It's not the deal he signed as an 18-year-old. This is a very different time for the industry with many different people involved at Sony, and the relationship so far feels incredibly comfortable."

Stephens says tracks from the new set were played for all five majors before Michael returned to Sony

Based on reaction to the material he and Michael "made our mind up pretty much there and then who we wanted to be with." Stephens says.

"On top of that, Sony offered us an excellent deal that works for all of us." Michael is undertaking press and radio interviews in European markets. performed

three songs from the new album March 13 on the influential "Parkinson" BBC1 TV chow

The 40-year-old singer has been auoted in more than one U.K. interview as saving this album would be his last majorlabel endeavor

But Stringer says Sony is already planning its next release by Michael. That project will be

in America.' -ROB STRINGER, SONY U.K. a duets record featuring four new col-

laborations to be cut "over the next year," according to Stringer, plus archive hits with Elton John, Queen, Whitney Houston and others.

STRONG RETAIL VIBE Expectations for "Patience" are

running high at U.K. retail. HMV's Noonan describes the album as "a real return to form Noonan compares the album with

earlier Michael albums such as "Older" and the 1990 Sony release "Listen Without Prejudice. "As such, it should appeal to

George's existing fan base and a whole new audience," says Noonan, who predicts strong sales all the way through to the Christmas season. Stringer acknowledges that mar-

keting the new album presents a unique challenge, considering the time that has passed since Michael's last major release

'We didn't take anything for granted, particularly with the reaction to [the 2002 singles] not being as positive as he would have liked 'Amazing' was a really good radio choice, because it's a clean-cut radio hit. Ceci Kurzman.

VP of worldwide 'There weren't marketing at Epic fences to mend in New York, says the new single with me, it wasn't drew the interest of U.S. programlike George hadn't mers "as soon as it was launched in worked on a Europe. successful project with us. The fences

to be built were

already is working the track at top 40 and adult ton 40 stations, and Kurzman says Michael will conduct "an extensive run of TV appearances and performances' around the album's release in June.

The U.S. label

The artist's U.S. album sales total in the Nielsen SoundScan era (beginning in 1991), including those with Whaml, stands at 4.9 million. But total Recording Industry Assn. of America certifications for all albums by Michael and Wham! show U.S. shipments of 21 million, led by "Faith," which is certified 10-times platinum.

Sony has claimed global sales of more than 75 million units during

Michael's career with the company Michael's most recent album, a collection of covers titled "Songs From the Last Century," was released in 1999 by Virgin and scanned 147,000 units in the United States



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## Tyrell

song and features Tyrell singing in

TV and radio spots. It also includes advertising in such print publications as Architectural Digest and House Beautiful. Pennsylvania House is spending

more than \$1 million on media. Feldman says, "So for us, the benefits are obvious Tyrell says the process of design-

ing the furniture was "like having a bunch of musicians in the room and deciding the tempo, and once we got on the same page, it just flowed. While Tyrell explores a new fan

hase with the deal. Fuhrman says Pennsylvania House will benefit be. cause "we certainly have expanded our customer base into a bit younger consumer. The line has been getting excellent response."

The pairing makes sense, according to Feldman, because "the typical jazz consumer has a good amount of disposable income, and you'll be spending a few hundred dollars for these pieces As long as the collection continues to do well and to resonate with con-

sumers, Fuhrman says the deal will remain. "We're looking for a long-term

relationship with Steve," he says. Tyrell continues to tour in pro motion of his latest release and is due to appear the week of March 29 on NBC's "Today." The serendipitous creation of his

new furniture line doesn't surprise Tyrell, "All my standard albums have sort of gone on their way to find their own level of things."

#### TO OUR READERS

The Beat is on vacation, It will return next week.

Frederic Fenucci

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## Tastemaker Bingenheimer Profiled In 'Mayor' Film

Rodney Bingenheimer has been a radio DI musician record-company employee, nightclub entrepreneur, music journalist and one of the most influential music-industry

tastemakers since the 1960s. And now be can add "movie star" Rindenheimer is the subject of the

2 in New York and expands to theaters in select U.S. cities April 9. The movie's title comes from Bingenheimer's pickname as one of the

First Look Pictures documentary "Mayor of the Sunset Strip," which opens March 26 in Los Angeles, April



leading scenesters in L.A. A longtime D1 at Los Angeles modern rock station KROQ, Bingen-

heimer has been credited with helping launch the careers of such acts as David Bowie, the Ramones, Blondie, Van Halen, Beck, Oasis, No Doubt and Coldolay. Bingenheimer was one of the first prominent DIs to dive airplay to many of these acts, and his farreaching influence can still be felt in

today's music scene. The critically acclaimed "Mayor of the Sunset Strip" received an Independent Spirit Award nomination this year for best documentary. Filmed over a six-year period, Bingenheimer opens up about his personal life, including his sometimes volatile rela-

tionships with family members. Bingenheimer considers himself a rivate person, but he tells Billboard he was convinced to do the documentary because of an idea inspired by a meeting between his friends Chris Carter (one of the film's producers) and Rolling Stones guitarist Ron Wood

"Ron Wood was having an art exhibit," Bingenheimer recalls, "and Chris went there to interview him about a possible book about me. Then Chris had the idea that Ron's inter-

And when Emmy Award-winning director George Hickenlooper came on board as director of the film, that sealed the deal for Bingenheimer.

Hickenlooper tells Billboard, "I had the same relationship with

Ford Coppola in my documentary 'Hearts of Darkness.' I had to be candid and bonest. Rodney was very corradeous in allowing me to have access to his

life in that way. What comes through loud and clear in the film is that unlike many other well-known DJs. Bingenheimer has not been motivated by fame and fortune His passion for music is unquestionable, and his reward comes from helping artists he thinks deserve to be heard.

The film's soundtrack, released March 16 on Shout Factory, is a collection of songs that exemplify Bingenheimer's history. It features tracks from Brian Wilson, the Byrds, T. Rex, the Ramones, X. Hole, Chris Martin of Coldplay and Bingenheimer, under the name Rodney & the Tube Tops. Carter, Bingenheimer, Charles

Raggio and Shawn Amos were the soundtrack's producers. Carter says.

Rodney that I had with Francis
Food Connols in Music **By Carla Hay** 

> Because of Rodney's friendships and loyalties to these bands, we were amazed how they gave us these amazing breaks Ion the licensing fees]. Rodney and I have similar tastes, so it was fairly easy to pick the songs we wanted."

Led Zeppelin, whose songs are notoriously hard to license for films, offered its music for use in the documentary. The band's "Sick Again" is in the movie but not on the soundtrack album

est song to get for the film was "I'm Into Something Good" by Herman's Hermits, which is also in the movie

but not on the soundtrack. The "Mayor" film and soundtrack album include an exclusive track from Bowie-a live recording of "All

the Madmen." Bingenheimer explains the story behind the song: "We had a party for Bowie lin 1971], and he got to meet Gene Vincent. Bowie was playing guitar on the waterbed, and one of the

songs he did was 'All the Madmen.' The documentary is raising Bingenheimer's profile. He is fielding TV offers and has not ruled out the possibility of writing a book about his life. Currently in development is a big-

screen feature film about Bingenheimer. The biopic is being produced in part by Andrew Lazar of Mad Chance Productions. Warner Bros. Pictures is attached to the project

Even with all the corporate changes in the music industry, Bingenheimer says he still loves being in the business and will continue to be a radio DJ as long as possible.

"I try to block out all that corporate stuff out of my mind and do my own thing."



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## In Armenia, Discovering The Past And The Present



Armenian composer Tigran Mansurian is a man of passion

Whether discussing his friendship with Dmitri Shostakovich describing his childhood in Beirut, Lebanon, or recounting the influence of William Faulkner's writings on his work. Mansurian nunctuates his reflections with sweeping hand motions and piercing glances.

Yet the 65-year-old's own music exemplifies the power and nungency of the small and subtle gesture. Renowned violist Kim Kashkashian-herself Armenian-American-explains the appeal of Mansurian's music this way: "His writing is very distilled, very concentrated. The intensity is extreme."

Mansurian says his music is steeped not just in Armenian music and history but is also influenced by a Japanese artist he observed some 30 years ago.

"I saw an ikebana artist creating a composition from flowers," he

simplicity. When they cut off leaves, you can see the childhood of the plant. From that emptiness, you imagine and create life

yourself." Despite his renown at home and his friendships with such colleagues

as Arvo Pärt, Alfred Schnittke. Sofia Gubaidulina Valentin Silve-By Anastasia Tsioulcas stroy and othere Mansurian

is not wellknown internationally. However, that is rapidly changing.

Since their first meeting several years ago, Kashkashian has become a champion of Mansurian's work, and the composer has written several works for her Kashkashian's advocacy has blossomed into a long-term commitment to Mansurian from producer/

ECM label head Manfred Eicher. The first fruit of that relation-

Munich-based ECM released "Hayren," a disc that included Mansurian's piece "Havik" as well as songs by the revered Armenian

composer/ethnomusicologist

by Mansurian

Komitas (1869-1935), arranged

On March 30, ECM continues

to explore Mansurian's exception-

al work with a two-CD set titled

"Monodia." Two compositions on

pressly for Kashkashian; the 1995

viola concerto "And Then I Was in

the new disc were written ex-

by the Hilliard Ensemble). "Lachrymae," a piece for viola and saxophone, is played here by its dedicatees. Kashkashian and Jan Garbarek (who makes his instrument sound remarkably like the traditional Armenian duduk). Rounding out the collection is 1981's Violin Concerto.

played by Leonidas Kavakos.

WHO'S FIT TO BE ARIADNE? The brouhaha stemming from Covent Garden's decision to drop Deborah Voigt from this June's production of Strauss' Ariadne auf Naxos because of her weight shows no signs of abating, despite the outpouring of sup-

nort for Voigt. You know the opera-sized wars have hit the big time when the fury elicits outraged comment from The New York Times' edito-

rial board, as it did March 10, A suggestion for the beleaguered Voigt: Perhaps a suitable venue in London would be pleased to present you in a solo



# Platinum Stars



## In Hailing Distance Of U.S. Debut

#### BY ANASTASIA TSIOULCAS

Nine months will have passed between the release of Hayley Westenra's album "Pure" in her native New Zealand and its April 6 North America bow. The extended buildup has allowed Decca Records to create a very broad campaign for the 16year-old singer.

For the launch of "Pure" in the United States, Westerna and her family are moving to New York for at least six months, according to Marc Johnston, senior VP/GM for the Universal Classics Group, which includes Decca. "Hayley is absolutely dedicated to the U.S. full-time," Johnston says. Media exposure around the release will come from an appearance by

Hayley on "Good Morning America," coverage in teen magazines and heavy advertising buys on such highprofile shows as "Oprah," "Dr. Phil" and "Live With Regis and Kelly." Decca also will turn to several

tried-and-true methods of promoting a classical crossover artist. Mike Lee, classical music buyer at Borders Books and Music, notes that Decca has supplied the store with free Westenra samplers to give away. "April is classical music month, and

o Hayley will be a centerpiece of our s. positioning," Lee says. In addition, following in the foot-

steps of such megastars as Andrea Bocelli and Josh Groban, Westerna is about to tape her first PBS special, a "Great Performances" program scheduled to air in fourth-quarter 2004, "Her singing is so gorgeous," says David Horn, the program's producer.

"It's reminiscent of the great boy-soprano sound of Anglican church choirs." But while Decca will target its traditional crossover audience of adult women, the label is employing a new tactic: aggressively promoting Westenra to kids and teens. During April and May, the young singer will appear on a national Radio Disney music education tour for middleschool students.

Robin Jones, VP of programming for Radio Disney, admits that Westerna is a departure. "She doen't typify the Radio Disney sound," Jones says, "but presenting her exposes kids to a new level of music. And since she's so young herself, kids can really relate to her."

Glenn Lajeski, Disney's executive VP of music creative and marketing, agrees. "Unlike with Charlotte Church, for example, there's a priority to expose Hayley to a younger

audience," he says. To that end, Westenra's first Disney project is her appearance on the soundtrack for the direct-to-video "Mulan 2," slated for release in February 2005.

Another major and innovative aspect of Westenra's U.S. debut is Decca's effort to gain attention for her from the TV and film industries.

"We hired an independent consultant, Robin Kaye, who's been a mazzing member of our team," Johnston notes. "She has showcased Hayley at most of the major studios. I believe that this is the first time anyone's done that systematically, Continued on page 16]

#### Platinum Stars

#### Westenra

Continued from page 15

Following its release by Decca Sept. 15 in the United Kingdom, "Pure" became the fastest-selling album in the history of the U.K. classical charts and hit the pop top 10, snuggling up next to mainstream giants like Daniel Bedingfield and David Bowie.

"It's unbelievable Ito hitl a million after just a few months," Pilavachi says, "We're sure we haven't fully penetrated [the United Kingdoml yet, and we haven't even started in the U.S., Canada for Continental Europe].

Bill Holland, divisional director of Universal Classics and Jazz U.K. and a 40-year industry veteran, remarks: "In some ways, it's the most phenomenal result I've ever seen for an artist."

Roberts, who is chairman of the Universal Classics Group in the United States and president of Universal Classics and Jazz for Universal Music International, acknowledges the extended lead-time for the release of "Pure" in the United States and Canada. "The timeline for her has been a

bit elastic," he says, "We needed to be patient in developing an album that we wanted, in which the style, voice, key and tone were right for us. Carol Wright, VP of international



marketing at Decca Music Group, praises Westenra's professionalism. "She acts like a veteran, and she's got a strong sense of self," Wright says, "The easiest thing about this project is you have 100% belief in the artist. You know she's the real thing and she's not going away

As for Westenra herself, "These sales figures still haven't sunk in. she says. "I'd be singing regardless lof sales], but it's humbling that so many people appreciate it.

#### NATIONAL PRIDE

Few artists from New Zealand receive awards from their prime minister, But Feb. 20, the 16-yearold Westenra was acknowledged by Prime Minister Helen Clark as the first New Zealand artist to receive an award for tenfold platinum status in their home market. The album also holds the record for most weeks...

18-at No. 1 by a New Zealand artist. "There can be no better promotion for New Zealand than our artistic excellence," Clark said at the event, "and the success Hayley has forged will open new doors for other New Zealand musicians,"

Adam Holt, managing director of Universal Music New Zealand, agrees "It's well beyond any of our wildest dreams," Holt says. "Her music doesn't fit many radio formats here, but there is a huge pride in New Zealand about her. She's a genuine superstar."

The young singer has been getting used to mixing with musical royalty. Last year, her idol Andrea Bocelli told her, "You have the voice of an angel." Andrew Lloyd Webber is writing a song for her. And she lived in London while recording "Pure" with producer Giles Martin, who co-wrote "Beat of Your Heart" with his father, George Martin, The venerable producer also adapted

"Amazing Grace" for the album Giles Martin says, "I think her success is up to her, as opposed to me or the record company. She and I worked one-on-one for six weeks. When I met her, the first thing she asked was |if she| could make me a cup of tea, and I thought. This is going to be easy.

A continental European release of

"Pure" is planned for autumn. depending on her U.S. progress. Right now, her positioning varies

from market to market."Roberts says."In New Zealand and Australia, she's adjusting to life as a real superstar. In Japan, she's being marketed as a classical artist, although she's not really a classical singer. The image [there] of her as a pure, innocent teenager is very important."

#### THE LITTLEST STAR Westenra took her first steps

onstage a decade ago. At age six, a teacher noticed her

perfect pitch when she took the title role in a school Christmas play, "The Littlest Star." Encouraged by her teacher to learn the violin, she soon added piano and recorder. By the time she was seven, she was reading music, and she had made some 40 musicaltheater appearances by age 11. A year later, Westenra recorded a

personal souvenir of her fledgling talents. After completing this selfrecorded disc, she went "busking"street entertaining-as she often did with sister Sophie and brother Isaac in their hometown of Christchurch. At one point, the crowd that gath-

ered to watch the trio included a local TV journalist. That led to a TV appearance, the attention of concert promoter Gray Bartlett and, eventually, a deal (Continued on page 18)

## U.S. Debut

Continued from page 15

and the response has been fantastic." While singing is Westenra's main focus right now, Johnston adds that her L.A. showcases had a bonus result. "When she was out there, people were giving her scripts to read, and she had a few rather impromptu auditions. So some film and TV roles are currently in the works."

One exec who responded to Kaye's initiative was Greg Sill, music supervisor for the NBC drama "American Dreams," "Robin brought her to visit the set and perform for Jonathan Prince, the series' executive producer, and myself. We just flipped over the sound of her voice—it's so angelic, Sill says. Westenra has been booked to appear on one of next season's episodes of the show.

"We are also very aggressively pursuing marketing deals," Johnston says. The label has already entered into a partnership with Doritos: Between now and December, Westenra will be featured on 20 million bags of chips, appearing alongside the artist Raven and Nick Lachey, former 98° singer and "Newlyweds" star.



# Hayley Westenra Pure

The next classical crossover sensation is here.

US release - April 6

"The voice of an angel takes flight."

- The New York Times

- Good Morning America April
- Fox and Friends April
- NBC's American Dreams Fall
- Disney's Mulan 2 September
- PBS TV Special November & December
- Doritos<sup>o</sup> will feature Hayley on 20 million bags March-December
- Radio Disney school tour April-May
- e-single available on iTunes March

Hayley Westenra

www.hayleywestenra.com



A Pure Voice. A Pure Talent. A Pure Success.

#### PACIFIC ENTERTAINMENT LTD

Congratulations to Gray Bartlett and lan Magan of Pacific Entertainment for completing 2 sell-out New Zealand tours. Congratulations to Hayley Westenra for being the FIRST to sell 10 x Platinum on her latest album "PURE" and to Gray Bartlett who discovered this



### Platinum Stars

#### Westenra

Continued from page 16

with Universal Music New Zealand.

"The family used the proceeds from bussing to make an independent record," remembers George Ash, then managing director of Universal Music New Zealand. "They manufactured (the record) themselves and sold it to stores Jachieving sales of about 1,000]. They sent out copie to record companies, and that's when Universal got involved,"

#### FAMILY MEETING

When Pilavachi learned of the excitement surrounding Westenra in New Zealand, he flew from London to Wellington to see the teenager sing in front of 100 people during a corporate

function at a rural racecourse.
"I thought I should pop down to
New Zealand and meet her," he says.
"I was blown away by her charm and
her family.

"Christchurch is very far from London and New York, and I hought if she and her family were really serious about having a major international career, it was important they know who they were dealing with," Blazochi says of his meeting with "Blazochi says of his meeting with Westenra and her parents, Jill and Gerald Westenra.

"I wanted them to audition me just as much as I wanted to see her in action. And, frankly, I wanted to meet the family," he continues. There been so many horror stories of young protegies with manipulative parent? I'd hate to be part of an exploitation like that. But they're lovely people, was really impressed with the whole

was really impressed with the whole environment Ishel came from." A three-album deal with Decca followed, which the company reported is worth £3 million (\$2 million).

Westenra says of Pilavachi, "He gave me more than the opportunity to be released internationally; he's part of my family." In Asia, "Pure" has shipped close to

In Asia, "Pure" has shipped close to 20,000 in Hong Kong, Singapore and Taiwan combined, according to Universal Music International. But it is in the United Kingdom that Westenra has proved her global sales potential.

The campaign there included "tinkering" with the track listing of "Pure" to reduce the perceived pop content and ensure the album was eligible for the classical chart, according to Dickon Stainer, marketing director for Universal Classics & Bazz 11.K.

"Pure" sold 19,068 copies in its first week to debut atop the U.K. classical chart and at No. 8 on the pop chart. Stainer says that while the first phase of the campaign had been "fan-

based," this new success gave the label a story that attracted major media

"What really drove Hayley's success (in the United Kingdom) was that she was able to be here for a long time." Holland notes. By early 2004, sales had, soared beyond 700,000 in the United Kingdom; Stainer says the label is now Largeting I million in sales.

To hit this target, on March 29, Decca will release Westenra's version of Kate Bush's 1978 No. 1 hit "Wuthering Heights," rerecorded from "Pure." as a U.K. single.

rrom "Pure," as a U.K. single.

"My mum had Kate's version in
her record collection and suggested
it when we were choosing songs for
the album." Westenra says.

Westenra will immerse herself in her U.S. launch just as she did in the United Kingdom. "I'm going to be living in New York with my family for at least six months," she says. "It's a big challenge because there's so much area to cover, but I'm fine with it."

George Ash in New Zealand believes Westerna's innate adaptability will help the young singer embrace the U.S. market, and vice versa. "She's as at ease singing pop as she is classical, which means she can do Oprah one day, the Disney channel the next and PBS the next with no problem."

Additional reporting by Anastasia Tsioulcas in New York.



www.hayleywestenra.com

## **Slim Tour Pickings For Hip-Hop Fans**

Several Big Acts Choose To Stay Off The Road

#### BY RAY WADDELL

It's a familiar rap in the world of hiphop touring: ticket sales lad miles behind the music's success in other areas of the business

Though dominant at radio and retail, rap placed only one artist among the top 25 tours of 2003, as 50 Cent rang up nearly \$23 million in ticket sales much of it co-headlining with

Jay-Z on the Roc-the-Mic tour And, even if certain superstars confirm tours, little improvement is expacted this way

"I think this year, in terms of hiphop touring, will be only slightly better than 2003-mediocre," says Phil Casey who heads un the Los Andeles office for International Creative Management (ICM). "There'll be more shows this year, but Roc-the-Mic was an event.

That said, in terms of packaging, the combination of Beyoncé, Elliott, Alicia Keys and Tamia on the Verizon Ladies First tour is certainly star-studded, if tilted somewhat toward R&B. Sources say the Ladies First tour is notching

sellout business in major markets, and tickets are moving slower but satisfactorily in smaller markets. Some established hip-hon artists ont

to tour with acts from other genres like Snoop Dogg on Projekt Revolution with the Used, Korn and Linkin Park: Cypress Hill with Blink-182: or Chingy with Christina Aguilera

A Kanve West/Dilated Peoples tour goes out this spring, and other packages will doubtless surface. In addition to Usher Asbanti and Ice Casey and ICM are putting together a Dirty South Crunk package featuring Lil Jon, the

Ying Yang Twins and others This is the one area of hin-hon

Boi and André 3000 want to work on separate projects and have turned down lucrative offers to tour

"I don't know the specific politics surrounding this situation, but this would be a fantastic time for OutKast to tour," Miller says, "The overall industry would really embrace this act. should they decide to go out.

Likewise Eminem, "We haven't heard that Eminem will decide to tour and if he does it would be the highlight of the season," Miller says. Both Out-Kast and Eminem are booked by William Morris Agency

#### **BUILDING CAREERS**

Ran music, like touring in general. is in need of more headlining artists

that can sustain a touring career. "We're not interested in working with one-hit wonders," says Stephanie Mahler, agent for such acts as Twista and Kern at Monteyes Penincula Artists in New York. "We're only interested in dealing with those acts who get it and realize the label won't be around forever. We're looking to extend the

careers of hip-hop and R&B artists." Part of the problem in touring development for hip-hop is the difficulty in convincing platinum-level acts to take the time and effort to build a touring base when studio work is so much more lucrative and efficient in the short term

"That's why we're having this conversation right now about the state of hip-hop touring," ICM's Casey says. "Sooner or later, these acts will realize they can't depend on the revenue from recording and publishing to pay all the bills. Touring will become a much more important revenue source for them.

Mahler agrees. "A lot of acts want to go out and chase the money, and we're out there trying to build careers," she says,

Toward that end. Twista has been underplaying markets. The artist began a run of 1.500- to 2.500-seaters April 13 in New York. The tour, which will run through May, follows a run of 500-seaters in January/February.

The interest from buyers [on Twistal is phenomenal," Mahler says. 'Ninety percent of the people we're working with are mainstream buyers, like HOB, Clear Channel and AEG Live.

Mahler says booking Twista into theaters is a deliberate strategy to stimulate demand and increase the buzz. "We want to sell out and build him as a touring entity," she says, "We want the places to be packed, with people waiting outside



## **Pixies Reunion** Is Just The Ticket

By the time internal tensions solintered the Pixies in 1993, their influence on such acts as Ningana and Radiohead-and on alternative rock in deneral-had already been cemented.

And while the group's uncoming reunion tour shocked fans familiar with the band's famously feuding past, the demand for tickets comes as no surprise to those involved with the tour

"I don't want to come off as wacky, but I expected it," says the group's agent. Marc Geiger, "I firmly thought that like a fine wine the Pixies only appreciated in terms of value.

Reunion tour plans began to come together after the group agreed to appear on the first day of the Coachella Valley Music & Arts Festival, set for May 1-2 in Indio, Calif.

They wanted to do warm-un dates," says Geiger, who is senior VP at William Morris Agency. "In order to allow Coachella to be the first meaninsful U.S. play, we're playing out-ofthe-way, nowhere places on purpose. This is a low pressure, warm-up tour."

Indeed, the 14 pre-Coachella club dates, which begin with an April 13 show at the Fine Line Music Café in Minneapolis, take in such off-thebeaten-path Canadian cities as Winnipeg, Manitoba, and Regina and Saskatoon, Saskatchewan, as well as Eugene, Ore. Every performance is sold out, a number of them having gone clean within five minutes. The Minneapolis show went on sale March 11 and sold out in four minutes.

"Beforehand, there was no way of knowing what business this would do." savs talent buyer Keith Buckingham of Mon Qui, which is promoting the April 27-28 Eugene shows, "But we felt confident, because our research proved there was still a major demand for this artist.

At Prairieland in Saskatoon, venue staff adjusted the size of the room to

to events manager Carl Schlosser. At the Eugene on-sale, promoters atched in amazement as fans lined un hours ahead of time at the Mc. Donald Theatre box office, even though the gig was not even adver-

tised in the local media. After the first show sold out in minutes, venue staffers wrote down the names of fans who were shut out and did their best to accommodate them once the second show went up

two weeks later "That was a lovely gesture by the venue." Buckingham says, "The only reason the second one took 30 minutes to sell out was because we allotted more tickets to the box office

#### FITTIRE PLANS After Coachella, the Pixies head to

this time."

Europe for 23 headlining and festival appearances ending July 10 at Scotland's T in the Park Festival. Although the band has been rumored as a possible Lollanalooza beadliner. Geiger insists plans for the ensuing six weeks are undecided, beyond August stops at a Japanese festival and either the Reading or the V Festival in the United Kingdom. Meanwhile, a "major-market North

American tour throughout the whole fall into December" is taking shape, Geiger reveals, "The size of the venue is going to vary from probably 2,500 to 10,000, depending on the market, It is an embarrassment of choices." Asked what fans can expect from

the shows, for which the Pixies have been rehearsing in secret in southern California, Geiger says, "It's hugebigger than I thought. The band is playing well together. They're going play all the hits."

The Pixies, comprising vocalist/ guitarist Frank Black, bassist Kim Deal, guitarist Joey Santiago and drummer David Lovering, are managed by Ken Goes at Anything Goes allow double the original capacity of Management



'A lot of acts want to go out and chase the moneu. and we're out there trying to build careers. -STEPHANIE MAHLER. MONTEREY PENINSULA ARTISTS

Theories as to why rap is a touring also-ran are many and have been wellexplored in these pages. Bottom line: for rap to be successful, history shows it must be packaged, as evidenced by past multiartist tours ranging from Dr. Dre's Up in Smoke to Jay-Z's Hard Knock Life tours and the Cash Money

Even the top performers in the genre-including 50 Cent, Nelly, Dr. Dre, Snoop Dogg, DMX, Jay-Z, Ja Rule and Busta Rhymes-must have strong supporting casts to average 10,000 people per night.

label's packages.

Eminem, arguably the genre's top star is no exception, selling out Detroit's Ford Field twice to the tune of \$5.3 million with Missy Elliott and 50 Cent last summer, His Anger Management tour in 2002 featured Ludacris, Papa Roach, Xzibit and the X-Ecutioners and grossed more than \$14 million and averaged a healthy 14,651 per-show attendance.

right now that seems to be selling through across the board," Casey says of Southern rap. "The key is to keep all these acts off the road until we're ready to do a real tour."

#### LIVE IN '04 It's even more disappointing for

rap when its top stars are not on the road. A big question in 2004 is, Who's working? 'What's Nelly gonna do? What's 50

gonna do?," wonders Jason Miller, who programs rap for House of Blues Concerts (HOB) based out of Denver. People are expecting Dr. Dre will work when a record comes out, but

nobody really knows when it's going to come out," Miller says. And then there's OutKast, quite possibly the hottest hip-hop act on the planet at the moment. As of now, the

duo has no plans to tour, which is a disappointment to promoters and rap fans alike. Sources say OutKast's Big

## **Buffett Likely Artist** At Fenway Concert

Although Red Sox officials couldn't confirm the artist, they did tell On the Road that plans were moving forward for Sept. 10 and 12 concerts at Boston's Fenway Park. and it's no secret that the planned performer will be Jimmy Buffett & the Coral Reefer Band.



"On the record I can tell you that we have applied to have a concert Sept. 10 and 12, and things are moving forward," says Larry Cancro, senior VP of Fenway affairs for the Red Sox, owners of the

beloved downtown ballpark. The historic stadium hosted its first concerts ever last fall, when Bruce Springsteen & the E Street Band grossed \$5.2

million from two extremely wellextremely wellreceived sellouts Sept. 6-7. Cancro and Sox officials have always said bringing another show in was a possi-

hility. "When we do go with a concert, we try to go with a group whose crowd behaves a lot like ours," Cancro explains. So Parrotheads would

he welcome at area watering holes. like the Cask 'N Flagon. "Surrounding business did very well with the Springsteen show," Cancro says, "With Ithe uncoming concerts], the Sunday [Sept. 12] show might end a little early,

around 9 p.m. Community meetings to air concerns are scheduled, and a licensing hearing will be held March 22. The only major issues are noiserelated, Cancro says, "and beyond that we don't foresee anything that could be a stumbling block. Like the Springsteen show, the Buffett concert at Fenway would be

produced by Clear Channel Entertainment Boston, where CCE co-CEO Don Law holds court. AIN'T LIFE GRAND? The Grand Ole

Opry will take its well-known brand into a live format with the Grand Ole Opry American Road Show 2004, featuring Opry members Vince Gill. Patty Loveless, the Del McCoury Band and frequent Opry guest Rebecca Lynn Howard, newly signed to Arista Nashville. Also on the hill are Grand Ole Onry announcer Eddie Stubbs and special guest appearances by other

Onry performers The tour begins April 23 at the Mohegan Sun Casino in Uncasville, Conn., and will play a combination of arenas, amphitheaters, fairs and festivals into October. Stops include such large venues as the Ohio State Fair in Columbus (Aug. 14), the Michigan State Fair in Detroit (Aug. 17) and the Arizona

State Fair in Phoenix (Oct. 16). Production includes a tour version of the Opry's signature barn backdrop and microphone stands The tour is produced by Terry Elam of Fitzgerald Hartley and booked by Paul Moore at the

William Morris Agency.

PARTICLE OF TRUTH: Guns 'N Roses guitarist Buckethead will tour for the first time as a solo artist, opening a series of 15 dates for Particle, beginning March 31 in Milwaukee at the

Eagles Ballroom and continuing through April 15 at the Variety Play-



house in Atlanta. The tour will include record-release concerts for Particle's debut Or Music release "Launchpad," at Chicago's Park West (April 3), the Paradise in Boston (April 8), New York's Irving Plaza (April 9) and the TLA in Philadelphia (April 10). Particle is booked by Jonathan Levine at Monterey Per sula Artists. The group will also play the Wakarusa Music Festival in Lawrence, Kan., June 18-20.

MUSHROOMHFAD & SOIL · I Records act Soil will tour with Mushroom head, beginning April 3 at Starland Ballroom in Savreville, N.J. Twisted Method and Dope are also on the bill. Dates are booked through May 8 at the Orbit Room in Grand Rapids. Mich. Soil is managed by the Firm and booked by Michael Arfin at Writers & Artists Group International

Billboc		NCERT	GROS	SES
ARTISTISI CELINE DION	DATE The Colosseum of Consers	DESCRIPTIONS STATEMENTS	AFTENDANCE/ CAPACITY 20 518	PROMOTER  Concerts West
CELINE DION	The Colosseum at Coesars Pelece, Las Vegas March 10-14	\$2,842,461 \$225/\$175/\$127 50/\$87 50	20,518 five sellouts	Concerts West
BETTE MIDLER	Office Depot Contes. Senrise, Fla. Feb. 28-29	\$2,050,247 \$151.50/\$51.50	20,185 31,160 two shows	Clear Channel Entertainment, in-b
EL CONCIERTO DEL AMOR: GILBERTO SANTA ROSA, JUAN LUIS GUERRA, GRUPO 440	Medisen Squere Garden, New York Feb 14	\$1,098,730 \$125/\$95/\$75/\$55	13,238 15,147	Reigh Mercado Pro
METALLICA, GODSMACK	America West Arena, Phoseux March 2	\$801,315 \$75(\$55	16,778 selfout	Frank Productions, Beaver Productions OCESA Presents
METALLICA, GODSMACK	Cow Pelace. Daly City, Calif. March 8	\$200,000 \$55.50	16,000 selfout	Another Plenet Entertainment
BRITNEY SPEARS, KELIS, SKYE SWEETNAM	Glendele Aresa, Glendele, Ariz March 3	\$786,473 \$75 50/\$40	12.143 13,718	Clear Chaesel Entertainment
TOBY KEITH, BLAKE SHELTON, SCOTTY EMERICK	Cumberland County Civic Contec Portland, Males Feb 22-23	\$467,247 \$45.75	13,412 two selfouts	Clear Channel Entertainment
BRITNEY SPEARS, KELIS, SKYE SWEETNAM	See Ologo Sports Arene, See Ologo Merch 2	\$666,015 \$500,540.50	11,578 14,391	Clear Charmel Entertainment
TOBY KEITH, BLAKE SHELTON, SCOTTY EMERICK	Continental Airlines Arens, East Rutherland, N.J. Feb. 13	\$647,481 \$63 75/\$35 75	12,379 selfout	Clear Channel Entertalement
LUIS MIGUEL	Arrowhead Pend, Anaheim, Calif. March 4	\$666,995 \$125/\$85/\$70/\$55	8,296 11,239	House of Blues Cor
TOBY KEITH, BLAKE SHELTON, SCOTTY EMERICK	Mohegen Sun Arena, Uncasville, Conn. Feb 21	\$623,092 \$68,956	8,329 selfout	Clear Charmel Entertainment
METALLICA, GODSMACK	Tuccon Conventine Contec, Tuccon, Ariz. March 3	\$502,210 \$76/\$55	8,514 sellout	Clear Channel Entertainment
HILARY DUFF	ARCO Arena, Sacramento, Calif. Fob. 28	\$490,221 \$41,25/\$33.25	13,073 13,136	Clear Channel Entertainment
KID ROCK, PUDDLE OF MUDD	The Pyremid, Momphie March 6	\$471,290 \$33.75/\$35	14,338 selfout	Beaver Production
LINKIN PARK, P.O.D., HOOBASTANK, STORY OF THE YEAR	Geylord Entertainment Center, Nashvilla Feb. 29	\$453.986 \$34.50	13,666 selfcut	Ciner Channel Entertainment
LINKIN PARK, P.O.D., HOOBASTANK, STORY OF THE YEAR	Thomas & Mack Center. Les Vegas Feb. 20	\$428,283 \$36.25	13,198 13,500	Geldenvoice
SARAH BRIGHTMAN	KeyArens, Seetle Feb. 23	\$425,771 \$750/\$39.50	6,238 6,738	Clear Channel Entertainment
KID ROCK, GOV'T MULE	Allistate Arena, Rosemont, III. Merch 12	\$413,310 \$35,525	11,524 sellout	Jam Productions
KID ROCK, PUDDLE OF MUDD	Yon Andel Aroos, Greed Repids, Mich. Feb. 28	\$408,450 \$33	11,670 sellout	Clear Channel Entertainment
GINUWINE, JAGGED EDGE, JOE, AVANT	Beacon Theatre. New York Feb 28	\$382,075 \$85/\$75/\$40	5.725 two selfcuts	Clear Channel Entertainment
YANNI	SEC Center, Sen Annoelo March 9	\$376.335 \$65,937 50	6,602 sellout	Danny O Denovan Presents, AEG Live
YANNI	Don Haskins Center, El Paso, Texas March 7	\$367,106 \$57 50/\$32	7,655 sellout	Denny O Denovan Presents, A&G Live
LINKIN PARK, P.O.D., HOOBASTANK, STORY OF THE YEAR	Rupp Areno, Lexington, Ky. March 1	\$343,945 \$33.50	16.638 sellout	Clear Charnel Entertainment
INDIGO GIRLS, CORDERO	Rudio City Music Hall, New York Merch 12-13	\$343,318 \$40,538/\$35	9,083 11,500 two shows	Redio City Entertain
TOM JONES	Bell Centre, Montreel March 14	\$338,415 I\$451,377 Canadian) \$48.36/\$37.11	7,106 8,000	Gittert Entertainmen Group, House of Blo Connels
KID ROCK, PUDDLE OF MUDD	Century Tel Center, Bossier City, La. March 4	\$308,336 \$33 50/\$25	9,216 10,000	Bnever Productions
211	Kiefer UNO Lakefront Arena, New Orleans March 11	\$279.300 \$35	7,980 sellost	Beaver Productions
BARENAKED LADIES, GAVIN DeGRAW, BUTTERFLY BOUCHER	Verizon Wireless Arens, Manchester, N.H. Merch 1	\$209,495 \$45/\$35	7,290 8,674	Clear Channel Entertainment
BOB DYLAN	Roy Wilkins Auditorium, St. Paul, Moon. Morch 10	\$254,285 \$45	5,651 sellout	Jam Productions
SARAH BRIGHTMAN	Rose Gerden, Portland, Ore. March I	\$242,005 \$750,535	4,347 7,073	Clear Channel Entertalement
DEEP PURPLE, THIN LIZZY	Beacon Theatre, New York Feb 29-Merch 1	\$241,500 \$50,525	5,676 two sellouts	Ciner Chaenei Entertalament
YNYRD SKYNYRD	Westhury Music Fels, Westhury, N.Y. Feb 27-28	\$236.632 \$47.50	5,484 Two sellouts	Clear Chaenel Entertainment
SARAH BRIGHTMAN	Lawlor Events Coster, Rese, Nov. Morch 5	\$233,250 \$115/\$40	3,662 5,000	Jack Utsick Presen Touring Pre
ANNI	Tingley Coliseum, Albuquerque, N.M. March 4	\$232,918 \$55/\$29	4,404 4,996	Genty O'Donovan Presents, AEG Uve
CID ROCK, PUDDLE OF MUDD	Kiefer UNO Lakefroat Arena, New Orleans March 5	\$231,145	6,870 selfout	Beaver Productions

I POYCODE

# **Spotlight**

# JOE JACKSON For 25 Years (Never Part of Any Mayomant)

For 25 Years, 'Never Part Of Any Movement'

#### BY CRAIG ROSEN

A quarter-century has passed since Joe Jackson first burst onto the scene from Britain with "Look Sharp!" It is an album that, after 25 years, still bristles with punk energy and new-wave melodicism.

Back then, and even now, critics grouped Jackson with both new-wavers and punks. But with a career spanning two-and-a-half decades, Jackson has proved impossible to pigeonhole.

In 1978, his bitting song "Sunday Papers" appeared alongside such newwave entries as the Police and Squeeze on the A&M Records compilation "No Wave." In 2003, Jackson's "Is 5he Really Going Out With Him?" took its place along with tracks by the Clash and the Damned on "No Thanks! The "70s Punk Rebellion."

Chronologically, including Jackson on those compilations certainly makes sense, but the musician argues that he was never part of either scene.

#### Joe Jackson: Fact File

Hometown: Portsmouth, England Album: "Afterlife" Record label: Restless/Rykodisc Distributor: Rykodisc International distributor:

Rykodisc Web site: joejackson.com "I never felt a part of any movement." Jackson says. "It seems pretty obvious to me that even my very early stuff is not punk. I was influenced by punk because of the time, but I guess people have different perspectives.

Web site: joejackson.com "I was over-qualified for punk," he continues. "I fucked up. I had already learned to play. I already became a musi-

cian before punk happened. I could have saved so much trouble if I had known that you didn't need to know how to play, No. actually. The fortunate that I grew up in this very provincial, ignorant situation where I really learned music. I harmed to read music when I was II years old. I learned a lot before I found out it wasn't hip to do that, and I was better off because of it."

On March 16, Rykodisc released "Micromath," a 13-track album recorded during the 2003 reunion tour of the Joe Jackson Band. That four, and the anniversity of the 1979 release of "Look Sharp," have prompted many fans to look back. While Jackson may have been too accomplished to be a punk, the excitment of that scene led to his signing, David Kershenbaum, then-YP of A&R for A&M Rec-

ords, recalls discovering Jackson. "I was over in London during the summer of 1978 looking for this new wave of



## 'It's Just Been A Series Of High Points'

Joe Jackson Talks Of Reunions, Recording And The Road Ahead

#### BY CRAIG ROSEN

As his new album "Afterlife" arrives in stores, and in light of the 25th anniversary of the release of "Look Sharp!," Joe Jackson sat down with Billboard to discuss the recent reunion of the original Joe Jackson Band, his career highlights and his future plans.

Did you ever think you would be playing with the same guys 25 years later?

No, we're more surprised than anyone. But that's one of the things that made it great. It was something that was never supposed to happen, but it turned out to be great fun.

You recently played at the Sundance Film Festival. Are you planning to work on more film projects?

I have a couple of possibilities for later this year. It would be nice, because I haven't done one for a while. I just had a lot of bad luck on that front for quite a few years. I had a few offers, but they've always come up when I'm in the studio or on tour

Through the years, several artists have covered your songs. You have probably heard Sugar Ray's version of "Is She Really Going Out With

Him?" What did you think of that? I'm always flattered if someone does one of my songs. What I say is, "Thanks . . . for the royalties." I'm still flattered, even if the version sucks. And that one didn't really. I thought it was OK.

It seems that the reunion project has revitalized you. Would you agree?

No. It was not like I was in a coma before. [He laughs.] Jesus Christ. "Night and Day II" I think is my best album, I really do. And the tour on that was tremendous. Great band,

probably the best I've ever had on tour. We had a great time, and I'm really proud of that project.

And now here comes the original Joe Jackson Band; it gives you guys something to write about. It gives you an angle, and then you start saying things like, "Oh. he's revitalized

You said the Joe Jackson Band reunion was a "one-off." Was the original idea just to record a new album or play a single date?

No, the idea was to do a new album and a tour. That was that, and we're not continuing. We did a big tour. We played 104 shows and went to a lot of places we never played 25 years ago. This band never went to Australia and New Zealand before. The first American show was in New Orleans, where we had never played

When you got the guys back together, did you have any doubts?

Well. I thought that for like 20 years. [He laughs.] The whole point was to make a new album, and that is when I became interested. I had about a half-dozen songs that I thought would suit the band, and I started to get excited about the idea of doing something new. The idea was not just to do an exercise in nostalgia. There's an element of that but it's a new album with new songs. we wouldn't have done it otherwise. It just shows other facets of what this band could have done if we had

staved together. This is our fourth album, the album we would have made if we stayed together longer and matured. [We would have] bounced back from the third album. which is not so great. But "Volume 4" is the best album we've done together, in terms of the songs and the playing and everything.

I'm really proud of it. I think it's a much better album than "Look Sharp!," but there's no way I'm going to be able to convince anyone of that. There's always that nostalgia element, Something is considered important because of when it came out

On "Volume 4," the song "Thugz 'R' Us" takes aim at hip-hop. What do you think of the genre? I'm so bored with it, I'm over it.

It's like this huge monster that just grinds on year after year to suburhan white kids. That's what that song is (about), it's just making fun. It's not an angry song or anything like that-some people have misinterpreted it a bit-it's supposed to

be funny

I thought some of the early hiphop was kind of interesting, but most of it leaves me cold. I'm a fan of Duke Ellington, Aretha Franklin, Ray Charles and Stevie Wonder, and sometimes look at someone like Snoop Dogg and wonder if this is the

THE JOE JACKSON BAND: (FROM LEFT) DAVE HOUGHTON, GARY SANFORD, JACKSON AND GRAHAM MABY best that black America has to offer. I don't think it's very fashionable to

> Why did you decide to break up the Joe Jackson Band in the first place?

It was very simple. The drummer, Dave Houghton, left. He wanted to get off the road for personal reasons. And I just felt like he was such an (important) part of the band. There's a dynamic and a balance of personalities in every band.

He's just such a great guy, it was almost impossible to imagine continuing without him. So I thought, "Maybe it's a time for a change." I decided that rather than replace him. I'd take some time off and do something a little different. I wanted to do something featuring keyboards more, because I am a keyboard player. That turned out to be "Night and Day," which has no guitars,

I don't think any of my music has ever been very guitar-oriented. Even the stuff that has guitar is quite often not your typical guitar stuff.

because I'm not a guitar player. When "Night and Day" came out. it was certainly different from

almost anything else in the marketplace. That was a time when MTV and Bon Jovi were big. I remember being very nervous

about "Night and Day." I thought it would be a commercial disaster. But I thought, "You know what? I'm going to do it anyway."

Looking back, I'm still surprised how successful that album was. A lot of it has to do with behind-the scenes stuff-record-company politics, timing and all kinds of things.

It's probably the only album I've ever made where a record company that was very strong at the time decided they wanted it to be a hit (Continued on page 26)

JOE JACKSON

## STILL LOOKING SHARP! AFTER 25 YEARS

CONGRATULATIONS FROM ALL AT



# WE ARE PROUD TO BE A PART OF THE JOE JACKSON FAMILY FOR OVER 20 YEARS



THE RZO COMPANIES



## Spotlight

#### Jackson

talent that I saw breaking out of there with Elvis Costello and a couple of others," he says, Kershenbaum met Jackson through John Telfer. then a music publisher who later became Jackson's manager.

On a Friday, Kershenhaum received a four-song demo tape with "Look Sharp!." "Sunday Papers." "Is She Really Going Out With Him?" and "Got the Time," By the following Monday. A&M had signed Jackson to a recording contract.

"Within a few days, we were in Eden Studios," Kershenbaum recalls, "We recorded the album in two weeks in the mornings while Elvis Costello was recording 'Armed Forces' in the afternoons, IThe studio arrandement was ironic I particularly because of the comparisons."

#### MULTIFACETED TALENT

On his debut, Jackson's musicality may not have been evident to all his fans, but a mere three years later. with the release of "Night and Day"-the hest-selling and most acclaimed album of his career. Jackson made it clear that his talent transcended any scene or fad.

Ever since that first release. Jackson has dabbled in everything from reggae-influenced sounds and swing to jump blues and film music. He even won a Grammy Award for his 1999 Sony Classical release, "Symphony No. 1." He has had the kind of career that keens fans guessing by genre-hopping and following his

such legends as Costello, Neil Young and David Rousia

#### GOING WITH THE FLOW The man himself might argue

that any of his musical moves were premeditated

"I don't feel like I ever really changed directions." Jackson says. "And if I did, I certainly didn't do it consciously or deliberately. I didn't have an agenda. I don't think any true artist has an agenda. You don't make this kind of record because of this, this and this. It just doesn't work that way. It's a much more intuitive process and a lot of it is a mystery to me, quite frankly

Jackson attributes some of his earliest musical swings to whims and external forces. For example, he says that "Joe Jackson's Jumpin" Jive," his 1981 foray into big band and swing, was "just supposed to be a little vacation, just for a bit of fun. 'Let's play someone else's music for a change.' It started out as 'Let's do a few pub gigs for the fun of it," and it kind of snowballed into an album. There was no adenda there at all

His subsequent album, 1982's "Night and Day," which reached No. the hit singles "Steppin' Out" and "Breaking Us in Two," was an indirect result of drummer Dave Houghton leaving the band. Houghton's departure inspired Jackson to drop the rock quartet format in favor of showcasing

his piano playing and Latin rhythms. lackson continued to confound fans during the next two decades, with moves that included a live album recorded directly to two-track that consisted of entirely new matemuse, drawing inspiration from rial (1986's "Big World"), film scores

(1983's "Mike's Murder" and 1988's Tucker: The Man and His Dream"). albums influenced by jazz (1984's "Body and Soul") and classical (1987's "Will Power" and 1999's

"Symphony No. 1"). However, his latest career move may have been the most astounding of all. Jackson, never one to wallow in nostalgia, decided to regroup the

original Joe Jackson Band-drummer Houghton, bassist Graham Maby and guitarist Gary Sanfordfor 2003's "Volume 4," the group's fourth album. Like "Volume 4." the new live alhum "Aftermath" is on Rykodisc

For Rykodisc president Joe Regis. signing Jackson was a "no-brainer. In the fall of 2002, Regis traveled to Jackson's hometown of Portsmouth. England, to catch a performance and make his pitch, "I said, 'Ryko's the right place for an artist like Joe. He's classy and talented, the perfect artist for Ryko.' And to my good fortune he agreed," Regis recalls.

#### NOW WHAT? Given Jackson's career, exactly what his next move will be is any-

one's duess. Michael Maska of Rig Hassle who has served as Jackson's manager for

the past four years, and Jackson himself hint that more film scoring is in the offing. Another possibility is an off-Broadway one-man show. based on Jackson's 1999 autobiography, "A Cure for Gravity. Jackson says his plans are much

more modest. "I'm going to take some time off and try to get into some film scoring," he says, before adding, "and I'm available if anyone wants a piano player,"

#### Joe Jackson's **Top Album Chart Action**



	A&M
•	A&M
	AδM
	AδM
	A&M
	AδM
	AδM
	A&M
	ASM
	ΑδM
	A&M
	AδM
	Virgin
	Sony Classical
	Rykodisc/Restless
	Rykndisc/Restless



Oct. 27, 1979

Nov. 8, 1980

Aug. 1, 1981

Jul. 17, 1982

Apr. 7, 1984

Apr. 19, 1986

May 24, 1986

May 2, 1987

May 21, 1988

May 28, 1988

May 13, 1989

May 18, 1991

Sep. 20, 1997 Sep. 20, 1997

Nov. 6, 1999

Nov. 6. 1999

Mar. 29, 2003

Apr. 5, 2003

May 6, 1989

Sep. 24, 1983

1			
	Chart Pe	ak Position	1
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	Top LP's & Tapes	2	5
	Top LP's & Tapes	4:	
	Top LP's & Tapes	43	2
	Top LP's & Tapes	4	1
	Top LP's & Tapes	6	
	Top LP's & Tapes	20	
	Top Pop Albums	34	1
	Top Compact Discs-Po	p 1	\$
	Top Pop Albums	13:	
	Top Pop Albums	9:	l
	Top Compact Discs-Po	p 2	5
	Top Pop Albums	6	1
	Top Compact Discs-Po	p 21	0
	Top Pop Albums	110	5
	Top Classical Crossove		3
	The Billboard Classica		3
	Top Classical		7
	The Billboard Classica	150 1	8
	Top Independent Albu		В
	Top Internet Album Sa	les 2:	5

Heaven & Hell' Symphony No. 1

"Symphony No. 1"

"Volume 4"

"Volume 4"



157 Chambers St. 12th floor New York, NY (212) 619-1360



# joe jackson band live NOTE NO 10 A STERLIM E OF 0.3 MINNEAPOLIS - 30 NOTE NO 10 A STERLIM E OF 0.4 0.3 WASH HAMBURG > 27 0.4 13 BEPLIN > 28 04 0.3 FRANKFURT > 30 HAMBURG > 27 0.4 13 BEPLIN > 28 04 0.3 FRANKFURT > 30

**Out Now!** 

The original Joe Jackson Band has reunited after 23 years to bring you AFTERLIFE, a collection of live tracks which includes classic Joe Jackson hits as well as four tracks from Volume 4, Joe's latest original album. AFTERLIFE documents a stunning live comeback for one of the lastic bands of the post-punk era.

Featuring the tracks: Steppin' Out

One More Time
Take It Like A Man
Awkward Age
Look Sharp
Down To London
Best Crazy
Fools in Love
Love At First Light
Fairy Dust
Sunday Papers
The Wanna Se Like Than
The Wanna Se Like Than

Also available: Volume



joe jackson band live

RD > 30 07 03 HAMBURG > 01 08 03 8 LAREN | 9 0 0 HA FORD > 1 22 8 03 W W ON 2 5 0 03 0 03 ST LOUIS > 17 08 03 CHICAGO >

Ryko congratulates Joe on 25 vears of great music!

www.joejackson.com



## **Spotlight**

## 0&A

Continued from page 22

and really put a lot of money, time and effort into it. That's the only time in my career that actually happened. And that's one of the reasons it's still my most successful album. I don't think it's because it's my best album, although it is a good one. I'd put it in the top four or five.

Last year Universal gave It the special-edition treatment. Were you involved in that at all?

I was. They—Universal—allowed me to be involved, so I [had] some say. I was able to do some fact checking on the liner notes. And I managed to stop them from using some unreleased live stuff that was really bad. It was not even mixed, but they were actually going to release it. It was in an atrocious raw state.

Meanwhile, they [overlooked] a great live album that came out in 1986. I managed to get them to us stuff from that instead. They also used some of my original demos for "Night and Day," with me playing everything, which are kind of cute. But they used a couple that I didn't want them to use. It's a mixed bag. It was not a complete disaster.

Some of your albums are out of print. Are you lobbying to have them rereleased?

There's nothing I can do about that. I've tried, and management over the years has tried. They [Universal] have no reason to do anything about it. A couple of those records are not my favorites anyway. At least one, "Blaze of Glory," is a pretty good record, and it should be available.

You said you think "Night and Day II" is your best album.

If I had to pick one, yeah. That's sort of my most complete album. It draws a lot of elements together, but it really works. It was an ambitious project. When you do something ambitious and you know you've pulled it off, it's like hitting a home run. I'm very proud of that album.

It seems to be on the way to becoming my most underrated album. It was very badly promoted. I think the fact that it was called "Night and Day II" put a lot of people off rather than make them interested in it.

Would you consider that album and tour the high point of your career? Oh. I'm not dead yet.

On I ill not ucua yet

Well, up to now? I couldn't pick a single high point; there have been many, many. I would say the last two tours I've done have been amazing. The "Night and Day II" band was just incredible. I started puting that band and road crew together months and months ahead, because I really wanted that to be a dream team. But then this last tour with the

team. But then this last tour with the old guys was such an unexpected treat. That was another high point.

Working with Francis [Ford]
Coppola Jon the score to "Tucker:
The Man and His Dream" in 1988] was a high point. I think it's just been a series of high points and

On the other side of the coin, how about the low points? Are there any you care to talk about? A couple of film projects didn't

A couple of this projects durit really work out that great. There are certain albums that I'm not that thrilled with. I think I made too many albums. I should have made a couple less.

I don't really feel that way about you, but I think Elvis Costello and Prince are guilty of that.

I agree with that. Some people don't know where to stop. I do find that with Ehvis; he's brilliant and I'm not putting him down, but sometimes it's just more than you need. I think there are a couple albums of mine that the world possibly could have done without.

"Body and Soul" is OK, but not as

good as "Night and Day." "Big World"

Which ones?
"Beat Crazy" I'm not crazy about.

is OK, but not as good as "Blaze of Glory." "Will Power" was premature. I have done much better instrumental work—my symphony is a million miles ahead of that, and it won a Grammy. But even Shakespeare and Beethoven did a couple of duds.

It's very easy for a listener or critic to sit back and say, "Oh, you for it there," but Christ, you're only human. People don't realize how hard it is just to be pretty good sometimes. I think my track record is pretty good. I have my favorites, just like anyone else.

You once said that you prefer touring over recording. Do you still feel that way? Oh yeah, performing for an audi-

ence is what it's all about. Obviously other people feel differently about it. When I walk onstage [in front of the audience] I have a feeling like, "Ah yes, now I remember why I'm doing this," It all makes sense.

When you're in the studio, you're making music for an audience that is out there somewhere, in theory. Having the audience there in front of you is a hell of a lot more fun.

Are there any artists that you would like to work with? I just worked on a very interest-

ing collaboration with Ben Folds and William Shatner. Ben is coordinating and producing this album with Shatner with various musicians. I spent a few days in Nashville hanging out with the Shat, as Ben likes to call him, and that was great. It was definitely unusual. I think it's going to be a great album.

You have dealt with several different record companies through the years. A&M was co-founded by a musician. Did that help convince you to go with them?

Yeah, there used to be important people at record companies who were passionate about music and were knowledgeable about music. I'm not really sure that's the case anymore.

There [used to be] a completely different mentality. The idea of developing an artist over several albums was still considered. There have been alto of changes, and I can't think of that many for the better. But I [can't] change the way the industry as a whole functions. My priority should be making good music.

I want to work with people that

are exited to work with me. That why we were twist hydro for this statalbum, because they were so enflusisatic. Even if they don't do a good job, even if the album's a flop, at least it's going to be a better experience. Sometimes that's all you can count on. That's why you have to make a record you like, put together a hand you like and do the shows you like. You can't count on anything else. At least at the end of the day you can have fun. That's which we have the work of the day on can have fun. That's which we have the work of the day on can have fun. That's which we have the work of the day on can have fun. That's which we have the work of the day on can have fun. That's which we have the work of the day on the work of the

## Congratulations on 25 years of great music!

-Bob Epstein

Epstein, Levinsohn, Bodine, Hurwitz & Weinstein, LLP



Joe.

Congratulations on 25 years in the music business. It has been a privilege and pleasure to work with you for the last 10 years.

We wish you continued success and happiness.

Andy Woolliscroft and everyone at Primary Talent International



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### Music R&B/Hip-Hop

## After Setbacks, Tamia Tries Again

Is it possible to regain the momenturn and buzz that may have been lost when an album has been pushed back? That's the question facing Elektra Entertainment and R&B singer Tamia.

Aided by a massive Verizon Wireless TV campaign, Elektra revved up the marketing wheels for Tamia's third album, "Still," last April (Billhoard, July 26, 2003), One year later, the album-originally slated for Aug. 19. 2003-is due out April 6.

"Many acts can never regain what they lost in terms of momentum and hugg" when an album is nushed back says Rico Brooks, Atlanta district manager for the Peppermint music chain. "Other times, pushing an album back is the right thing to do.

The latter scenario holds true in Tamia's case, First single "Officially Missing You" was released to piggyback the success of her pairing with rapper Fabolous on the hit "Into You." But Tamia was experiencing fatigue and a numb leg, which led to a troubling diagnosis; multiple sclerosis.

"I'm glad the album didn't come out then," Tamia says, "I wasn't healthy

"I can't nut intowords how tired I was I was working a lot when I was diagnosed, and fatigue just ached in my bones. It's a chronic illness but treatable." Since the diagnosis and ensuing

treatment, a lot has happened. Most important, the larger of two nodules on her spine that made doctors nervous has disappeared: a "very small one" remains. The album also underwent a few

changes, Retitled "More," it was retooled to include songs by producers the Trackmasters and R. Kelly, whose "Questions" is the project's second single. After six weeks, it is No. 45 on the Hot R&B/Hin-Hon Singles & Tracks chart

Then another potential setback occurred. The sale of Warner Music Group spurred a round of executive exits and departmental restructuring (Billboard, March 13). Among those departing: Elektra chairman/CEO Sulvia Rhone

WMG's ongoing consolidation of the Elektra and Atlantic operations has not slowed Tamia's promotional activities. She is criss-crossing the country as part of the Verizon Ladies First tour. Featuring Beyoncé, Alicia Keys and labelmate Missy Elliott, the tour kicked



off March 12 in Fort Lauderdale Fla and wraps April 21 in Anaheim, Calif.

Natalie Cole, Willie Nelson

As noted here last week

DIVINE TIMING High-profile appearances with Fabolous on BET and MTV2, a monthlong radio promotion tour and a custom voice-ringer deal with Sprint helped spread the word about Tamia's album last year. As April 6 approaches. Elektra has launched several other attention-getting strategies to rein-

force the new release date An advertorial feature with Sunglass Hut will appear in the Rolling Stone issue hitting stands March 26. The singer also appears on the cover of Smooth magazine. An exclusive Tamia single, "No Way," is available through Apple's iTunes store.

A major TV ad buy runs March 22 through April 17. That includes one week on UPN. Other recent and uncoming TV appearances include the NBA All-Star game (singing the Canadian national anthem), "Soul Train" and five episodes of BET's "The Center." Now that her Darren Grant-directed 'Questions" video has premiered on

Launch, a major online campaign is being

developed, as are possible AOL tie-ins

The label has already staged several listening parties and dinners with major retail buyers, according to Michelle Murray Gee, VP of marketing and artist development. "We're also doing a lot of listening posts. Many people are going into stores trying to figure out when the record ie available

For her part, Tamia just wants to keep moving forward after all the ups and downe

"I went from 'What's going on?' and being upset six months ago to 'Wow.' she observes. "These events have nut things into perspective Now I believe even more in divine timing.

"People have put a lot of time and energy into this project," she says, The best tribute I can give to those still here and those who were let go is to ride this out."

## Stars To Salute The Apollo

Natalie Cole Amona Those Confirmed For An Anniversary Show

and Denzel Washington Billboard HOT RAP comprise the initial talent lineup for the Apollo Theater's 70th-anniversary celebration. It will be taned March 28 for an NBC special to be broadcast in June. ONE CALL AWAY Chingy Featuring J. Weev S the two-hour show will fea-TIDEY ture contemporary artists SPLASH WATERFALLS from the realms of music. DIRT OFF YOUR SHOULDER dance comedy and acting Their performances will be com-Cassidy Featuring R. Kelly S HOTEL plemented by clips from the Apollo Twista Featuring Kenye West & Jamia Foxx 5 archives WANNA GET TO KNOW YOU G-Unit Featuring Joe MIND GAMES: Producer Dallas SALT SHAKER Ying Yong Twins Featuring Lil Jon & The East Side Boyz Austin says Prince's "Dirty Mind" THROUGH THE WIRE Kanve West S album surfaced during chats he had FREEK-A-LEEK Peter Peblo 🕏 with Janet Jackson before recording tracks for her latest album "Damita I'M STILL IN LOVE WITH YOU Jo" (see story, page 1).
"She told me she was in a good

RUBBER BAND MAN NO BETTER LOVE Young Guez Facturing Roll < ALL FALLS DOWN Konye West Featuring Syleena Johnson THE WAY YOU MOVE OutKast Featuring Sleepy Brown S GAME OVER (FLIP) 22 OVERNIGHT CELEBRITY DUDE "M REALLY HOT Missy Elliott 5 IN MY LIFE Javenila Featuring Monnie Frash MY BAND 012 Feeturing Eminem NEVA EVA

place, having a good time," Austin

recalls. "So we wanted to do songs that were really fun, sexual. And I

**By Gail Mitchell** 

wanted to bring back her pop side." Two of his songs made the final cut: first single "Just a While" and heat-heavy "Sexhibition.

"Compared to her last album ["All for You"]," Austin says, "this one is closer to Janet not trying to make a record for any one format. It's just a good Janet record

Austin's production plate includes Gwen Stefani's solo project. "We both love '80s music, And with her so into reggae and urban culture, we make a good combination. Also on tap: rock band Dropson

signed to Austin's Rowdy label, and a second feature film, "Jellybeans, which is in preproduction. The movie is about the Atlanta skating rink where he still hangs out with OutKast, TLC's T-Boz and others, It is his first collaboration with Will Smith's Overbrook Entertainment Austin's first film. Twentieth Century Fox's "Drumline," debuted in 2002.

INDUSTRY NOTES: Universal/ Motown has signed R&B singer O'Rvan, He's the 16-year-old brother of former B2K lead vocalist Omarion and IMv member/solo

artist Marques Houston ... Cedric the Entertainer joins Lionel Richie as co-host of ABC's "Motown 45" special The comedian/actor succeeds Justin Timberlake The tribute program will be taped April 4 at Los Angeles' Shrine Auditorium and

will air May 3. To date. the performer slate includes Royz II Men, the Funk Brothers, the Four Tops, Gladys Knight and India.Arie.

The 26th annual Black College Radio Convention rolls into Atlanta's downtown Hilton Hotel April 16-17. Keynoting the event are American Urban Radio Networks president E.J. "Jay" Williams and lecturer Stedman Graham. Slated to conduct a music symposium is Roca-Fella CEO Damon Dash.

IN MEMORIAM: The Jacksons weren't the only family act charting hits in the '70s. There were also the Sylvers. Edmund, the lead singer of the group, died March 11 after battling lung cancer diagnosed last May. He was 47. Edmund's distinctive tenor graced

the group's first top 10 R&B single, "Wish That I Could Talk to You." in 1972. After signing with Capitol, the Sylvers scored several top 10 hits, including the 1975 No. 1 R&B/pop dance ditty "Boogie Fever," The Sylvers also recorded for Casablanca before Edmund released a solo album on the label in 1980, "Have You Heard." He is survived by 11 children. his parents and eight siblings.

ENCORE

#### &B/HIP-HOP ALBUMS Seles data compiled from a national sebset Nielsen ZWES AGO WEEK L. AGO MKS. A Title ITIST IPRINT & NUMBER/DISTRIBUTING LABEL ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL NUMBER 1/HOT SHOT DEBUT 增加 1 Week At Number 1 46 45 MURPHY LEE • 10 RELUNIVERSAL ON THE MADE (12 M CO) De Skool Boy Presents Morphy's Law 5 VARIOUS ARTISTS SACIOURITY LANGUE BEIGHT Bad Boy's 10th Anniversary... The Hits . CALVIN RICHARDSON HOLLMOOD HERM ESHI CO 55 64 2:35 PM 8 KANYE WEST ROCA HUAGO JANGEOUS GANG HIR TORK 59 63 FREDDIE JACKSON MARTIANO 7 780 TO 14 COT The Cellane Desposet It's Your Move 53 PAUL WALL PAPARTS I RESERVED TWISTA A MUANIC IONIC 1800 1900 1900 Kamikaza Chick Mayort 54 66 YOUNG GUNZ ROCA-HELADEF JAMESTED-103465 (199-1296) Tough Luv PACESETTER 101 CEE-LO ANSWERING PROVISION OF THE SOUR MINISTER OF T 2 75 VARIOUS ARTISTS MANUFARRANT MELLET IN CO. Nothin'll Lase Eve Nothin' Il Lase Everything II Geir: Stage II ee BIG TYMERS . CASHMONEY BERRY CAME IN CO. 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## Billboard TOP R&B/HIP-HOP CATALOG ALBUMS

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**BILLBOARD MARCH 27, 2004** 

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## Cee-Lo... Reaches For A Wider Audience

Refore OutKast blessed music fans ith its double dose of "Speakerboxxx/The Love Below," Cee-Lo was blending a wide array of musical styles. The MC/singer made his solo debut in 2002 with the critically acclaimed "Cee-Lo Green and his Perfect Imperfections," Cee-Lo. recently returned with Arista sooho

more set "Cee-Lo Green . . . Is the Soul Machine Delevent

March 2 the album showcases the former Coodie Moh member in all his soulfulness. "I had the antion of going

with a third single from 'Perfect Imperfections' or starting another album," Cee-Lo

says. "I chose to start another album, because I love to create. My album just came out, and now that it's done I don't ever look backwards. I am better right now than I was vesterday. I'm ready now to do more music I'm always ready to do music.

Although "Soul Machine" is a continuation of "Perfect Imperfections," Cee-Lo is quick to note the subtle differences



" 'Perfect Imperfections' was a lifetime of experiences and influences fused into one body of work," the Atlanta native explains, "It was a great deal to swallow. Your average nerson's mood doesn't change that often in the course of an album. I wasn't considerate of that. In all honesty, I'm not used to selling a whole bunch of records. I'm used to going with my heart and doing what I do.

"Whereas that album was just random gunfire, this album is more about marksmanship and targeting. he adds. "I was just busting off-Ithe last albuml was revolution to me. I

was willing to live and die by it, so I was prepared to miss an awful lot of people with that album."

The new album features production from Timbaland, the Neptunes and Jazze Pha, as well as the artist himself.

"I was about reaching a wider audience, but I wanted to do so gradually and moderately," Cee-Lo says. "I am a fan as much as I am a peer of



people like Timbaland, T.L. Ludacris

the Neptunes, etc. So the thought had crossed my mind-what would I sound like over a Timbaland track? He's only a name-brand producer because of the quality of his work

and that's what I chose him for.' It seems as though Cee-Lo was right in his selection, "Cee-Lo Green

... Is the Soul Machine" earned Hot Shot Debut honors on the Top R&B/ Hip-Hop Albums chart and The Billboard 200—debuting at No. 2 on the former and No. 13 on the latter

THE RISE OF BASEMENT: Basement Records has inked a label deal with Sony/RED Distribution. Basement's roster includes LA Symphony. Freestyle Fellowship, Abstract Rude, A-Team, Pigeon John and Mikah 9 amond others

We want to support indie acts who don't necessarily fit into the major-label structure but who are extremely talented." Basement founder and president Robert "Roc Meraz said in a statement, "We aren't looking for name recognition or artists who follow trends. We want charismatic, skilled MCs who are in it for the long haul." Future Basement releases include

a debut album from Johnny Five. Crown City Rockers (formerly Mission) and Brainwash Projects (Pigeon John and bTwice). WE REMEMBER: Last week, hip-hop

remembered the life of the Notorious B.I.G. on the anniversary of his death (March 9, 1997), For those of you looking to learn more about one of hip-hop's greatest MCs, check out Cheo Hodari Coker's recently released book, "Unbeliev

able: The Life, Death and Afterlife of the Notorious B.I.G." (Vibe/Three Rivers Press).

Billboard HOT R&B/HIP-HOP SINGLES & TRACKS.

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	7	6	HOTEL O Cossidy Facturing R Kelly ♥	6	37	54	56	LUV ME BABY Murphy Lee Feeturing Jazze Pho & Steepy Brown C	54
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11	18	21	I DON'T WANNA KNOW Mario Wissens Featuring Enya & P. Diddy ♥	11	62	58	62	WEAR IT OUT Gerald Lewert	58
12	13	19	WANNA GET TO KNOW YOU G-Unit Featuring Jon ♥	12				A HOT SHOT DEBUT A	
	11	11	SALT SHAKER O  Ying Yang Twins Festuring Lil Jon & The East Side Boyz	9	63			NOT YOUR AVERAGE JOE DJ Knyslay Featering Fat Joe, Joe & Joe Bedden	63
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37	38	36	THINK ABOUT YOU Lighter Vandross	35	111	94	92	WHAT WOULD YOU DO Demizze Presents: Shade Sheist, Nate Bogg & Marish Carry	57
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<b>C</b> 2	45	63	ROSES O DANSEN	42	93	82	88	CLOSER TO YOU Maurica Mahon	60
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## Estéfano Wins BMI Songwriting Award



BY LEILA COBO

The public's penchant for strong melodies has helped Colombian songwriter/producer Estéfano snag BMI's Latin songwriter of the year award for the third consecutive time.

Estéfano, who picked up his award March 16 at BMI's 11th annual Latin Awards in San Juan, Puerto Rico, has had a slew of pop and tropical songs performed by a vast array of acts.

They include "Es Por Amor" (performed by Alexandre Pires), "Herida Mortal" and "Vuela Muy Alto" (Jerry Rivera) and "No Me Enseñaste" (Thalía).

Not surprisingly, Estéfano's publishing company, World Deep Music Publishing—which is administered by Sony/ATV Music Publishing was named publisher of the year, having all five of his winning songs.

Estéfano was also named songwriter of the year in 2000. As on past occasions, BMI hon-

ored a total of 50 songs, based on their performance on radio and TV as detected by a BMI sample survey.

This year's song of the year trophy, awarded to the most-performed song on the list, went to "Pérdoname Mi Amor" (Seg-Son Music), written by Ramón González Mora and performed by Conjunto

Primavera. González Mora has written some of Primavera's greatest hits. These include "Morir de Amor," which earned González Mora the BMI Latin song of the year award in 2001. Conjunto Primavera is currently a finalist for the Billboard Hot Latin Tracks artist of the year award.

This year marks the first time that BMI has held its Latin awards in Puerto Rico. Appropriately, the evening included a special tribute to late Puerto Rican composer Rafael Hernández, It was produced by Cucco Pena and featured such acts as Andy Montanez, Rafy Escuero and Chucho Avellanet.

BMI also announced the first winner of the newly created BMI Foundation/Peermusic Latin Scholarshin. Established by the BMI Foundation and funded by the Peermusic companies, the new \$5,000 scholarship will be awarded annually to a Latin music student for a song or instrumental composition. This year's winner was Marco A. Godov, a Berklee College of Music student from Venezuela.

"Encouraging the next genera-

tion of Latin composers is of great importance to us and the entire Latin community." Peermusic chairman/CEO Ralph Peer II says. For a complete list of winners, visit billboard.com/awards.



## **Manuelle Ends Dry Period For Tropical Music**

For the first time since Celia Cruz's death last summer, a tropical album is No. 1 on the Billboard Top Latin Albums chart. Victor Manuelle's "Travesía" (Sonv

Norte) jumped from No. 3 to No. 1. aided no doubt by heavy exposure during and following his "reign" as king of Carnival Miami last week. Granted, this is not a

week of big scans. Manuelle is on ton with less than 7,000 copies sold, according to Nielsen SoundScan (and ves, detail-oriented readers, I am aware that many more copies are sold than scanned). Still. he hested Intocable. Paulina Rubio and Thalia. (Additionally Thalfa bested Rubio for

the first time since both artists released albums five weeks ago.)

For tropical music advocates, Manuelle's accomplishment is doubly significant. Aside from Cruz, the last tropical artist to top the chart was Marc Anthony in December 2001, with "Libre." While the genre has been convalescing for the past three years, labels are preparing to market a string of releases.

These include Elvis Crespo's debut album on Ole Records (May), Anthony's Spanish-language album on Sony Norte/Columbia (May or summer). Melina León's return to straight-shead merengue (this spring on Universal) and a series of Sony Norte releases, including new albums by Rey Ruiz and Grupo Niche.

ballads (one a version of the single

Though "Travesia" features two Notas



"Tengo Ganas"), there's no question that this is a tropical album. There is no melding of genres-half pop, half tropical-as has been the mode with many artists lately, including Jerry Rivera and Olga Tañón. "The genre was always salsa."

Manuelle says. "I wanted to give something extra and hear myself in other interpretations. But the salsa tracks fulfill the expectations of a good salsero.

In addition to the two ballads, Manuelle deviates from salsa in songs he describes as "tropical fusion," which can work equally well on the dancefloor. "The younger generation of lis-

teners is no longer stuck in a single genre," he explains, "It's a top 40 deperation Manuelle wrote or co-

wrote seven of the 12 tracks on the album. He has his own publishing company. V.M.R. Publishing, Major publishers have made overtures before, he says, but they haven't met his expectations. However, he adds that he is open to proposals.

INDIES GET 'RESPEK': Indie labels keep growing, even as the majors shed staff and acts

New on the block is Miami-based Respek Records which has steadily evolved from a talent management com pany to a recording studio and onward

"Because of the way the record industry was going, it wasn't an issue of shopping for a label any more but of opening the doors for artists," founder and president

Mark Eman says. His artists, he explains, all recorded at his studio at one time or another.

"And I just really believed in their talent and decided to sign them. Respek's roster features Miami based fusion band Hota Seca, singer/

songwriter Eduardo Osorio and newcomer Zayra.



publishing and talent division

(Eman) and, of course, recording

studios (Miami Studios). Distribu-

tion. Eman says, will be handled

independently for the time being.

the U.S.," Unipro COO Nelson Alvareda savs. Unipro's staff of nearly 30 comes mostly from a media background, including Alvareda, who used to

work for Univision Radio. Unipro owns event properties in Miami, including House of Terror

EVENTFUL ALLIES: Vivelo, a joint ven-

tainment and Televisa, has agreed to

a strategic alliance with Miami-based

Unipro, an entertainment and

Vivelo implement national programs

for clients and co-promote concerts

Basically, we are joining efforts in

event marketing firm, will help

ture between Clear Channel Enter-

Amusement Park and Downtown's Holiday Village. It was also in charge of developing the Latin Grammy Awards street parties in 2003 with the Latin Academy of Recording Arts and Sciences, and it will continue to do so this year in several major U.S. markets.

Like other up-and-coming labels. Respek offers several services under one roof, with its own management.

IN BRIEF: Spanish Broadcasting System has made changes in its Puerto Rican operations. Raymond Torres has left his post as PD for WNOD (94.1 FM) and

WODA (94.7 FM). Also departing is music director Edwin Santiago (aka "Heartbreaker") and Estereotempo DJ Nagel Torres.

LAST WEEK	2 WKS. AND	WHEELER	Applay manifered by Note Store TITLE PRODUCER (SONGWRITER)	Sen foot Date His Artist IMPRINT/FIOMOTION LABEL	POSTTON
3	3		#世》 NUMBER 1 / GREATES* Y TODO QUEDA EN NADA	「GAINER #世》 1 Week At Number 1 Ricky Martin ♀	1
1	1	H	TE QUISE TANTO	Paelina Rebio 9	1
2	2		CUIDARTE EL ALMA		1
6	9	TV.		Chayenne seer oscas	
8	1.	•	AUNQUE NO TE PUEDA VER	Alex Ubago 🛠	9
n	1.0		TENGO GANAS LESTERN JA AGNINAN SAKON NW RICCESTERALIAJ	Victor Manualla 🖘	_
6	6		MAS QUE TU AMIGO	Marco Antonio Solia	9
5	8		QUE LLORO A ENDURA LEN SANCIEN IL GANCIEN	Sin Handern ster traces	5
10	7	18	TE LLAME LARIZAGE AUGUSTONO	Cristian 'S'	9
7	8	13	CERCA DE TI SAMMUES (TODO), SAMMUES, D. SENBE, L. DE MARCO)	Thalia S	1
11			TU FOTOGRAFIA	Glorin Estefan 🛠	10
	17	7	BARAJA DE ORO	Palomo post	11
9	5		ME CANSE DE TI	Obie Bernudez 9	1
1	11	6	BULERIA KISHMARERI SEDALGURT KISHMARKI, I SAMDARURI	David Hishal 9 VII.E UNIVERSAL UT WO	11
13	111	25	6 SANTAGLALAJAMES UJAMESI	Junes 9	,
16	19		COMO PUDE ENAMORARME DE TI	Patrulia III 😕	15
14	13		HAZME OLVIDARLA	Conjunto Primavera	9
26	48	U	CREO EN EL AMOR	Rey Ruiz 12	11
20	21	24	ROSAS NYALAZALA ONEJA DE YAN CODE JA MUNTERO, CIAM MARTIN, PODUCAS,	La Oreja De Van Gogh 12	9
17	15	38	ANTES SEPTE SEMILLAR DEPARTMENT	Obie Bernudez 9	1
18	16	18	SOY UN NOVATO	Intocable	14
19	18	24	LAGRIMAS DE CRISTAL	Grupo Montez De Durango ♥	6
22	20	26	MIENTES TAN BIEN	Sin Bendera 9	1
36	-	2	ABRAZAR LA VIDA	Laie Foosi 9	23
27	34	6	AGUANTA AHI	Reserie 9	24
24	45	H	JOSE PEREZ LEON	Los Tigres Del Norte	24
	40		121 HOT SHO		-
			DOS LOCOS	Los Herescopes De Durango	26
28	27	0	DALO POR HECHO	Brosco: El Gigante De America	27
35	E		PARA TODA LA VIDA	Banda El Recodo	28
37	37	ā	TE QUISE OLVIDAR	Grapa Montaz De Durango	29
40	49	H	ME EQUIVOQUE	Mariana 🗸	30
	na	-	Y QUE	Los Angoles De Charly	31
ě			Y QUE	Ane Barbara	32
21	22	Ħ	DEJA CCARAC SURRICA BARBANA RUMA HIRED  DUELE VERTE	Ricardo Arjona 🕏	21
	25	齃		Ednita Mazario 🖘	25
44		H	A QUE NO TE VAS TIBRICS MOTHAN SAMPLE C BEAUGIFORNIA ESTOY ENAMORADA	Yolanda Perez With Don Cheto	23
	23		QUIEN TE DIJO ESO?	Luis Fonsi 12	3
25	100				25
15	192		ELLA TIENE FUEGO	Cofia Cruz 9	30
	EW /	D)	TARDES NEGRAS	Tiziano Forre 🐨	
	EW	N	LA MAS DESEADA	Valentin Elizalde Unidelsis Linko	30
É	£W.		SABANAS FRIAS	Mana & Rubon Blades	40
11	33		COMO FUI A ENAMORARME DE TI	Los Tri-e 🕏	33
3	2000		POR QUE NO MILLACOL RESTO IT EDIZALES	Tisuby & Georgies 🔝	42
34	46		VANIDOSA AMACIAS IS BIORACES	Cuisillos 12 NUSAN RALBIA	34
Ē	EH	10	UN DIA NORMAL	SURCO AUANDESA; LATAD	40
32	30	12	UN TE AMO	Lais Miguel	30
29	24	10	PARA QUE ME HACES LLORAR	Brisnyda Y Los Muchachos 🗢	24
43	32		EL PALOMITO	Julio Preciado Y Su Banda Peria Del Pacifico 🕏	30
9	91707	D	JAMBALAYA	K-Paz De La Sierra 😙	40
49	43	3	YO TE ENSENE	Conjunto Aterdecer	43
46	-	O	LANCE QUIET COMES  QUITTEMONDS LA ROPA  LEACHOUT STEMMAD JETTIST  LEAC	NG2	35

#### LATIN POP AIRPLAY

		Arging monitored by K	Dronkest Date				
E H H	WEEK	TITLE IMPRINT/PROMOTION LARGE	ARTIST	PHS WESK	WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
	1	TE CUISE TANTO	PAGENA NUCC		15	CURNITE GLID ESC!	LUS FOND.
	2	CURDANTE DL ALMA	CHRAME	ø	29	TARGES HEGAAS	TEMMORESIC
3	4	Y 1000 GUEDA EN HADA	ROYWATE	23	24	COMO FUE A GRAMBIARME DE TI	125 Mu C
ō	3	AUNCOS NO TE PUEDA VER	ALEXUBAGO	8	30	DH DIA NORMAL SUREE HANDESKI LATMO	JUANES
	3	OUE LLONG SERV DISEASE	SWIMECH	Ø	27	POR QUE NO	Trough & coordings
0	S	TT ILAME ARTIA SHELATIN	CRISTIAN		32	EST TT AMO	LIS MODEL
	7	CERCA OF TO YELD SMILADIX	TNILIA	2	27	SARAMAS PRIAS	MANA & PUBBNI BLADES
	\$	ME CANSE DE TI	CERC BEHNALDE?	<b>63</b>	22	DESIGN OF COGAS IMPOSIBLES	LK ONE JA SE VAN DOCH
	y	BUREMA HILL INNESSALUZAD	SAVE SIDBAL	8	27	ELICISARE POR TU AMOR.	ALEJANORO (STAMPOE)
	10	LA PAGA SUBCILATIONS SOLUTIONS	JUMNES		29	DONOE CORRE LA SANGRE	SWA
	75	ROSAS SIAN DISCUS	OF THE PARK SHAMED BY	31	12	TE LEPHANE AL CIELD	16554
ø	17	TU POTOGRAPIA EPIC SONY CISCOS	DISTRACTORAL CONTRACTOR	22	36	EN EL SILINCIO MESAO DE LA ROCHE	ALD WHOM PRIES
	12	ANTES	COSE BERMUDEZ	23	31	A PUREO LIANTO	JEHROFOT HISA
	10	MEATES TAN DIER	SITE BANCERA	8	-	BKJA IDAOVISA	ANA SANSANA
	13	MAS DUE TO AMICO	MARCO ARTONO SOUS	63	35	1240C	GALLISA SAEMU
69	23	ABRAZAR LA VIDA	UDSTONO	26	33	EDIACELENA MELINAGELENACESAL LADINA	VICTORIA
ø	25	TENGO CANAS SOAY 20000	ACLEA MANUELY.	0	^	Y TE SOF A GUIDAN MELANCED AND SEGUL LADING	MARCE PLONES
ø	19	AGUANTA AND ANGUS SINGUNTAN	ACSARC	0	-	MI EQUIVOQUE	MARANA
	10	DOUGLE VERTIE	MICANDO ARLONA	20	40	MOCENTE OF TI MOCENTE OF TI	JUNE GABRIC
	10	A GOT NO TE WAS	ENTENDADO	40	30	650	ALEJANDRO SAAC

#### TROPICAL AIRPLAY

WEEK	WEEK	TITLE IMPRINT/PROMOTION LA	Systems ARTIST	E SE	WER	TITLE IMPRINT/PROMOTION LABER	ARTIST
9	1	TONGO CAMAS SCAY SISCES	VICTORMANIEUS	0	20	HAY DUE CAMIDIAN AND SOUSIESA	ANGA 319
0		Y TODO QUEDA EN NADA	ROS MATA	2	25	NAME CANDOTTS	N CAN
b	2	CRED EN EL AMOR	REVIOLE	23	t)	CURDANTE EL ALMA	DMINNAL
	2	BILLA THING PURGO	DELW CRUE	23	22	POR GUE NO	Trisulan di Germanya
	0	PERMANETA PRINCIPALITY	Arthron	3	33	DAME LA DROGA	SON CALLESON:
		CASTEMONOS LA POPA	Mir	8	-	ASI TE AMO	BUS MATRIZ
	5	LOCA CONHIGO UNIONIAL LATINO	USS TOROS BAND	27	12	EL REPRAN SE TE DEVIDO	GELEEPTD SAATS FOLSA
)	- 11	CRI	DON CHAMP	28	23	AMICO MID VISICINES MATRICE LATINA	TOTAL BOSANIO WITH TEGO CALDERON.
)	10	PEQUENAS COSAS	104 17 700	8	27	AGUANIA AM ANGLA PONGLATIN	ROSARK.
	ě	LAPAGA LANGS LANGERGA LATRIC	TOWNTIA	38	15	SCHOOL COM	VCTOR4
)	10	MADA DE HADA	PRANK FORES	8	-	PORCUE TE AMO	ADV57
	7	TU FETOGRAPIA	ELCHA ESTEFAN	0	-	NECESITO UN AMOR	AND AND
	tž	VEW A TEMER QUE CONCANTE	AND MADY	(3)	35	ME EDUNOOUR	MATANA
)	20	SI TO ESTUVIERAS	106 F0908 BANK	€	ж	PK LA RUMBA VZY	ZAPRA NEGRA
	14	STERRA U.F.	JOSE PENA PUAZO Y LA BANEA SORDA	63	-	NO SCHERO NA' BREALA'S	GEREFTE SANTA POSA
9	22	TE GERSE TANTO	PREXIVATURE	63	38	CURAMI WAS SHOWN WARRIES AT NA	DAME CRO
	10	EL EALLO RO DEPOA	THORGAS	1	-	ENANOSAME	PRPI SANCHEZ
)	38	SAEANAS PRIAS	MANY & APROCA BRICES	28	29	CENCA DE TIL	THALIA
	21	MEQUESTION AND LISTS	Angust Hirst,	29	25	ME CANSE DE TI	poconnoc:
	19	PLESTO NICO	ACTION OFFEE.	40	40	SE ME GOVEOU TO NOMBRE	SHEW

#### REGIONAL MEXICAN AIRPLAY

		KEGIOTAL IVIL	~	•	MA WILL P	Al
THES	WER	Argins monitored by \$\begin{align*} Analisen & Britanced Date & Britance & Britance & ARTIST MARINT/PROMOTION LABEL.	THIS	MERK	TITLE INFRINT/PROMOTION LAKE	ARTIST
0	2	BARAJA DE DRO PALCANO	28	15	YO TE ENSINE	CONJUNED ASMOSCO
0	3	COMO PUDE ENAMORARME DE TI PACRICIA DI	22	16	DOE TO MURGINE GUMEN TO GUMENA	BANDA IL RECED
3	1	HAZME DOMONICA CONCLINTE PRIMALISTA	23	16	SE MIC HICTO TRADE LA VIDA	VICENTE FERNANCE
4	4	SOY UN NOVATO HITECABLE	26	29	ME VOY A IR	BL COYDTE Y SU BANGA TERRA SAND
	5	LAGRAMAS DE CRISTAL BRUFO MONTEZ DE DURMINOS	25	22	AMOR DESCARADO UNICIDAD UNIOS	EDG TO CANALS DE TURAN
	0	MAS DUE TU AMIGG MARCE ANYONG SOUS	*	30	LA COTELLA	LES MOMES DEL NOV
0	21	DOS LOCOS LES HOMOSCOPES DE DURANGO PROJETA PARA	77	25	CAMARON PELATO	YOCKS DILL MATCH
	0	JOSE PEREZ LEGNI LOS TIGNES DEL ROPTS CONTRACTO	28	24	DAME FOR MUSETO	COPILID NIVER
0	10	DALIG POR HICHO BROYCO EL GISANTE DE AMERICA FOSTIVATA	0	=	CHIEF OF GUYING	PERMULA
(10)	13	PARA FORA LA VIDA BANCA (L. RECODO FOSTIVA)	0	26	POR UN AADD	AROM
0	14	TE CURSE CCHOMA CRUPO MONTEZ DE DURANCO COLA	0	-	PERO TONO ESTAS	BRUPS SPINO
12	8	NOMAS FOR TU DULPA LES HORACAMES DEL HOPTE UNITEDOS	18	31	A PERSA SULUA UPVOSA	PEPE ABUILA
0	17	ESTOY ENAMORADA YELANDA PEREZ NITH CON CHETO FOLUTICA	0	33	LA MILPA MANUAL TIME LATIN	LES AUTHOR DE BUTWAS
63	27	LA MAS DESEADA MICHTARIDADO	36	38	EAMDIOO	ANA BARBAN
69	30	POSCUESA LOS AMERICAS DE CHAPO	63	30	LA NECRA TOMASA	0.J.XAA
16	12	WANDER DUSING	28	22	PLATING TONOVICA	ADDUPO LIRAS Y SU LEGO MORTEN
17	7	ME CANSE DE MORIR POR TU AMOR ADAR CHALRES SANCHEZ	123	-	DEJA NOVOMA	AAA BATBAA
18	11	PARA SUE NE HACES LLIMAR ENSCHOUT LES MICHARIOS PARA CARROLLA SUE SA CONTROL DE SA CO	0	25	TOICEN	ADAN DHAING SANDE
19	15	BL PALCAMID JAJO MECIADO Y STIBANGA PERLA DEL PADROCO	20	26	SOLD LOS TOATOS	EL DIALTULE

M	uR 20	CH 104	27	Billboard TOP LAT		N		I	٨	LBL	JMS.	
Ħ	EEK	900	8	Sales data compiled by N. Nielsen	١.	Ħ	×	460				
M S	UAST WEEK	WKS A	MER	ARTIST SoundScan Title MPRINT & NUMBER/DISTRIBUTING LABEL	PLAK	THES WEEK	LAST WEEK	WKS /	Merca	ARTIST IMPRINT & NUMBER/D		Title 3
-	-	~		#世界 NUMBER 1 (世) 1 Week At Number 1		49		53	-	MARIANA UNICORDICORNO DE MICOS	STRIBUTING DABEL	Sere Una Nina Buera 42
1	3	_		VICTOR MANUELLE Travesia	1	50	1011	w	9	LOS REHENES		Los Rencheras De Los Rebeses 50
2	1	1	-	INTOCABLE Intimaments: En Vive Live	1	61				PEPE AGUILAR		Celeccion De Oro Vol. 2 51
3	2	4	5	THA LUM RESULT OF OCCO.  THALLA DR JOYCU, MARKETS SOUGHER LATER OCCO.  Greatest Hits.	2	52	47	44	19	SOUNDTRACK		Once Upon A Time In Mexico 3
4	4	2	5	PAULINA RUBIO Pau-Latine Paulina Pauli	1	53	55	50	112	MANA   ANNE DE TRE SECO.		Revolucien De Amer 1
5	5	6		LOS RIELEROS DEL NORTE 28 Anos De Fuerza Nortene	5	54	No.	. 100		LOS INVASORES DE	NUEVO LEON	La Historio   54
6	6	3		BRONCO/LOS BUKIS Crenica Da Dos Grandes	1	55		51	7	BETO Y SUS CANAL		100% Tierra Calicete 21
7	7	7	20	MARCO ANTONIO SOLIS  La Historia Contiana.	1	56		52	37	LOS TIGRES DEL NO		Musical: 20 Corridos Isolvidables 1
8			1	\$.∏\$ HOT SHOT DEBUT \$.∏\$	-	57	51	49	71	PANCHO BARRAZA		as Romantican De Pancho Barraza 12
o l	報			AKWID Hev Aver And Ference	8	58	62	-	33	DON OMAR	1	The Lest Don 2
,	0	13	6	VARIOUS ARTISTS 190% Decemporate	7	59	59	73	20	CUISILLOS		Coloccion De Ore 57
0	1	12		GRUPO MOJADO GRAPON MOJADO SANGIA JABOSO IN MICOMO (MI)  20 Genetent Hibs	9	60	57	55	46	CUISILLOS		Las Romanticas De Cuisillos 16
11	8	5	6	VARIOUS ARTISTS Arceiris Munical Municane 2004	2	61	53	45	18		E DURANGO/CONJUNTO ATARDEC	ER El Pasito De Duranuo 26
	0	10	98	LA OREJA DE VAN GOGH Le Que Te Conte Mientres Te Hocies Le Dornide	9	42	48	45	44	SELENA D	- Committee Comm	Dees 4
	12	9		DAVID BISBAL  Bulletin  Bulletin	5	63	61	58	44	CELLA COLLZ		Hits Miz 2
	5		**	GRUPO MONTEZ DE DURANGO De Durango A Dicago	2	64	49	50	8	MICHAEL SALGADO		Entre Coops 64
-		11			1	45		54		RICARDO ARJONA		Sasto Pecado 3
ш.	6			JUANES • Us Dia Namati Salto (PRODUISSO HESE CO) [M] Us Dia Namati LOS TEMBERARIOS Tribute Al Amor	1	66	77	42		SOMY DISCUSS MINE HY RE (G CO. ]	a contract of	Geraren Latine 13
		19			14	67	72	46		DAVID BISBAL	90 CH [M]	
•	7	15		WANNER PALAN KINN I IN MICH. [M]	15	67	-	-	15	EDNITA NAZARIO		
=			3	PROSAN TRIMATISA (CHICA) CHICA	1			64	10	PAQUITA LA DEL BA		Coloccion De Dro 54
		20	47	JOAN SEBASTIAN Collection De Oro	9	69	100	74	30	CONJUNTO PRIMA	VERA	Decide Tu 3
-		17		SIN BANDERA De Vieje De Unique De Vieje	6	70		63	17	MANA NAMERILATINA EINE I ISSE CEL		Lame 13
	1	18		MANA BEILIPSE WARRENG OF SECON	2	71		57		RICKY MARTIN 32 SOAN DISCES TRUSH PINE EQ CO.		Almas Del Silencio 1
22	4	22		PATRULLA 81 Como Pade Ensinerarme De Ti	22	72	68	-		TEGO CALDERON	CDI	El Abayarde 49
			V	S GREATEST GAINER S		73	16.00	ITRE		LOS PLAYER'S		La Ranchera De Los Player's 26
23	27	-		LOS HURACANES DEL NORTE 20 Nerce-Cerridos	23	74	74 70 71 39 LOS CADETES DE LINARES				30 Isolvidables 5	
	9	16	21	A.B. QUINTANILLA III & KUMBIA KINGS La Historie	1	75	CHE			BANDA MACHOS	HI CD:	Pura Pasies 2004 75
25	NE	W		EZEQUIEL PENA 20 Harraduras De Oro	25		LAT	N S	n P	ALBUMS	TROPICAL ALBUMS	REGIONAL MEXICAN ALBUM
6				CONTROL INTUITY MARION INCOM	26	Ι.	-		-	ALDOING		
7	×			CARDENALES DE NUEVO LEON Historia Musical	27	ľ	THALIA UNLASSTHYS SMESPICEL MARKETSEM LATER TRANSPA S		PICK, MARSTLEM LATTE	PACTOR MANUELLE PANESA GONY DISCOSI	NTRANSPORT ENVIRONMENT SIMILATING	
85	:3	21		LOS ANGELES DE CHARLY Cirta De Amor	21	2	2 MAJUMA PLURO 2 NY CO PRO LICHAR (UNIVERSAL LICHO) CHA		SAL LAPRON	ONA PLACINUSHEDITION (REAL-ENVIROREAL LISTING)	2 LOS RIELEROS DEL MORTE 20 ANICS DE FORREX NORTENA. (FORDVISANDE	
9	9	31		GRUPO EXTERMINADOR Narce Carridos De Parrande Cos El Dieblo Vol. 3	22	3	MARCO ARTONIO SCUS  LA HISTORIA CONTINUAL - FONOVISAUSI		A. FONDATAVID	CRIA CRIZ HISMX (SOW-DECRE)	S BRONCOADS BLIKES CRONCA DE DUS LAMBDES (FORIDINSAND)	
10	2	26		MARCO ANTONIO SOLIS Tu Amor 0 Tu Desgrecio	1	4	LA DISCUS DE VAIN GOOR     LECUS TO COMPANY DE VAIN COMPANY DE VAIN DE VA			CREA CREZ	ACMID HEX AVER AND FORCURE UNMESSING LATTRE	
31	8	23	22	VICENTE Y ALEJANDRO FERNANDEZ En Vive: Juntos Por Ultimu Vez	4	5	Marie e				S VARIOUS ARTISTS	5 WARRIOUS ARTHSTS
2	33	29	7	YOLANDA PEREZ Bajenne Linnar	29	6	SALANE STERM SALEUNOVERSE LITTRES  SALEUN SALEUNOVERSE LITTRES  SALEUN S			UNIVERSITY SEE CHANGES SECOND	GUINO HOUNED GOING	
13	10	27	14	VARIOUS ARTISTS Historia Musical Del Pasito Durasguense	11	7	ALEXU	MODEL	Z (SUR	CONNERSAL UZNO	7 CELIA CRUZ PESALO DEL ALMA - ISSNY DISCOSI	2 EMENUS ATTETS  VARIOUS ATTETS
14	5	24		TEGO CALDERON WHITE CON MONTH SECURITY CONTROL HIS	5	н	7 ALEX UBAGO AARTASA DIMALIDAD INARREBILATINA SIN BANDERA GENALE CHAY DESCRIP		WWW.EXCYTHAL	MESALD DEL AUMA (SDNY DIGCOS) VARIOUS ARTISTS	WHICH ARTISTS  ACCING MUSICAL MEXICAND 30M REPORTS OVER  GRUPO HOWTEZ DE DURANGO	
15	10	36	8	Where the second control second page   Nacostro Turno	19	н	OF YALK IDAY BISCOD			VANDER AFTERS	DE DIRBANGO A DIRICAGO, KRIGAD	
16	1	28	,	EL COYOTE Y SU BANDA TIERRA SANTA La Historia	19	ı	10,0954		MERCA	TIVAL O KUMBIA KINSS	MESCAPTON-FTS 2004 LIBRISONY DISCUSS	S KOS TEMPRAMOS TOTALI LA AMON (PONOVISAUS)
17	16	25	40	Line LUTH SHIPLE OF RECOLUTION ACKNUD.	7		LA HITT	DRA S	MIN	76 76	JIBH AND DE DUTOS REGGAETON I LIPVIERSAL LATINES	20 EXTES CON LIA PURPLY DURANGUENSE (PROCANOS)
		38	29	CHAYANNE Sincero Sincero Sincero Sincero	1	11	FLENEN	or ce u	OS ECAN	SIBRE AWARTS LICEUSIANS LATTING	VARIOUS ARTISTS 20 SACHARAS PROJECTION (MICK & ROLLOOKY (1/8/08))	JOAN SEBASTIAN COLECTION OF ONE ANUSAFFISHLINGS
		40	7		20	12			o ibu		VARIOUS ARTISTS SALSAVITS 2001 (JBM/SDAY DISCOS)	PATRULLA 19 COMO PUDE ENMANONAMIA DE TI (DESA)
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## América *Latina*....

In Colombia: Popular Colombian vallenato band Los Diablitos (the Little Devils) is changing its name. Bandleader Omar Geles became a born-again Christian several years ago. Now a devout evangelist, he is uncomfortable leading a band with a satanic name. Ironically, Los Diablitos takes its name from Geles' nickname; he has long been known as "El Diablito" in his native Atlantic Coast. The band's new name will be determined by popular vote. Los Diablitos' upcoming album, "Una Canción Diferente" (Codiscos), will include a request for fans to suggest names for the group. The chosen name will be announced during the upcoming Vallenato Legend Festival, the most important vallenato gathering in the country. GUSTAVO GOMEZ

In Panama; In the midst of Panama's presidential campaign, many acts have recorded politically minded songs. One is "La Doña," performed by publicist Pedro Altamiranda, who alleges that authorities have asked radio stations not to play his anti-government song. Panamanian star Ruben Blades has penned and recorded "Sí Se Puede," a song supporting presidential candidate Martin Torrijos, son of the late general Omar Torrijos. Finally, district attorney Augusto "Yuto" Herrera recorded the song "2 de Mayo" (May 2), whose title refers to election day in Panama. The song criticizes politicians. Most local radio stations have embraced the tracks, except for "La Doña" which is absent from several stations

ANASTACIO PUERTAS CAICEDO

In Mexico: Televisa, the largest entertainment company in Latin America, has launched a new film division based in Los Angeles, Televisa Cine will produce and

distribute Hispanic films in the United States. The company will be headed by CEO Eckenhardt Von Damn and director Mike Doban, who say they will release three films in 2004. The first, "Un Dia Sin Mexicanos," is due May 14. In 2005, Televisa Cine plans to release eight films. TERESA AGUILERA

In Puerto Rico: Puerto Rican balladeer Ednita Nazario celebrated the success of her new album, "Por Ti" (Sony Norte), with four sold-out shows at Roberto Clemente Coliseum March 13-15, including two March 14 performances. The singer was supported by 15 backup musicians. Although Nazario could have easily filled a couple more nights, the National Basketball League had already booked the venue. As a result, Nazario will perform a fifth show May 22, opening the new José Miguel Agrelot Coliseum, which has a capacity of nearly 20,000. Before then, Nazario will tour Mexico: Miami: Los Angeles: New York: Orlando, Fla.; and Panama. RANDY LUNA

In Spain: Mexican supergroup Maná placed a half-page ad in the Spanish national press March 13 to express its grief over the train bombings that left more than 200 people dead and 1,600 injured in Madrid. The rock group, which has toured Spain several times and sold nearly 3 million CDs in its third-largest market after Mexico and the United States, wrote: "From Mexico we share your grief. We condemn violence, especially terronism. We repudiate the cowardly murderers who planted the bombs. Spain is in our hearts always. For the pain that today swamps us, we are certain that the solidarity and kind action of others will impose itself . . . and justice will be the result."

## **Tommy Boy Takes** A 'Mix Odyssey'

Miami 2004—the 19th annual Winter Music Conference, the inaugural M3 Summit, the third annual DanceStar Awards and the numerous showcases/parties (Billboard, Beat Box, March 20)-we are back in the office, musing on the week that was and sifting

through much new music. In Miami, Tommy

Boy Records president Tom Silverman mentioned that his label was close to licensing Armand Van Helden's new compilation, "New York: A Mix Odyssev. from U.K. label Southern Fried for the United States and Mexico. Well, the deal is now complete Scheduled for a

simultaneous worldwide release in

May, the musically feisty DJ-mix

"Don't Go," Company B's "Fasci-

nated" and others) features new

and AB/DC ("This Feeling"). The

latter is a collaboration between Arthur Baker and Dave Clarke. The label is due to deliver the set's lead single, "Hear My

cial release will follow May 18. ("Hear My Name" was one of a handful of songs heard at

numerous parties in Miami.)

Tommy Boy is a new full-length

ON HIS OWN: Stealth Recordings.

the label owned by international

DJ/producer and Grammy Award

winner Roger Sanchez, has ended

its joint-venture deal with hot U.K.

label Defected. Regarding the ami-

more control of his own label.

alone Stealth is the single

cable split. Sanchez says he wanted

The first release for the stand-

"Mysteriosa" by Trance Atlatins

Uncoming Stealth releases

include the third volume in the

series and a new artist album from

Sanchez. The latter may feature

guest turns from Jill Scott, Kells

Additionally, Sanchez says that

a couple of tracks he produced for

(aka DJ Oliver and Sanchez),

Release Yourself compilation

and Jamiroquai's Jay Kay,

Sanchez notes.

Also forthcoming from

the near future.

heavily influenced by rock and soul music, "It showcases my musical evolution," he explains. "My last album ["First Contact"]

make it onto her "Neon Nights" album just might see the light of

day on his own set-with vocals

Sanchez says his new album is

re-cut by Minogue.





#### (Ram Jam's "Black Betty," Yazoo's tracks from Van Helden (including "Hear My Name" and "My My My") Name"-which is poised to be as popular as Van Helden's late-'90s anthem "U Don't Know Me"-to club DJs next month. A commer-

was a reflection of my life up to that point. The new one focuses

FINALLY: Days after returning from Miami, we find ourselves pondering the "whiteness" of the DanceStar Awards ceremony (billboard.biz,

March 10) No disrespect to any of the performers-who included the

Crystal Method, JC Chasez, Audio Bullys, Moby, Paul Van Dyk and Perry Farrell-but the powerful black female vocalist as live performer was missing in action.

Frankie Knuckles, among others, concurs. "That element was definitely missing," he says, "The show was a bit homogenized, focusing more on the commercial and mainstream side of dance music

plete list of DanceStar winners. visit dancestar.com

## Despite Downturn, Tejano Awards Remain Upbeat

#### RY RAMIRO BURR

SAN ANTONIO-Despite a continuing downturn in the Tejano music market, spirits were high at the 2004 Teiano Music Awards.

The familiar faces of Jimmy Gonzalez y Mazz, Jay Perez and Shelly Lares dominated the awards, held March 11 at Graham Central Station nightclub

Gonzalez won for best song with "Te Llevo en Mi Alma" and best album for "Live en el Valle." He won a Grammy Award last month for best Teiano album for "Si Me Faltas Tu" (Freddie Records).

Perez won male entertainer, male vocalist and crossover sond for 'Together" and vocal duo honors for his duet with Ramiro Herrera, "No Me

Volvere Enamorar " "Just to be recognized and to be nominated is a pleasure," Perez said. "San Antonio is still the capital of Tejano music, and the greatest bands

in the world are here." As the Tejano market continues its steady decline, nightclubs have closed, CD sales are down and Teiano radio stations have switched

This year, for the first time, the awards were held at a nightclub. In its heyday, the ceremony was held at the Alamodome

As part of the 2004 TMA festivities. the TMA Fanfair was held March 12-14 at Market Square, More than 100 bands performed on six stages.

The mood of the event was upbeat, desnite the current market's malaise "That there are still 100 bands playing at the Fanfair means there is hope

for the future." MLK Marketing president Mark Lambert said. "At least with the showcases full, it means there's young bands out there that want to get into the business." Bobby Esquivel, bandleader of top 40/Tejano group Liberty Band, was

also sanguine. "In this smaller place, now you can see all the artists and mingle with the people," Esquivel said. "At the dome, all the artists were always backstage.

and you couldn't see them walking around like you do here Other honorees were Los Desperadoz, which won best conjunto album for "Lucky 13," Michael Salgado for best conjunto norteno album for "Tu



Musica Sin Fronteras" and Marcos Orozon for most promising artist. "I want to thank God for all the blessings and especially my group, which has been with me in the lows and the highs," Orozco said.

from Afrika Bambaataa. In the TV soundtrack department. expect the label to issue "Queer As Folk 4" and "The L Word" in where I'm headed."

on where I'm currently at and

Grammy-winning DJ/producer

Let's hope this situation will be corrected next year. For a com-

#### LAST W IMPRINT & PROMOTION LABEL (音) NUMBER 1 (音) 13 Wooks At Number 1 # NUMBER 1 #世 3 Weeks At Number 1 (世) NUMBER 1 (世) 6 Weeks At Number 1 TOXIC **Britney Spears** AS THE RUSH COMES SOUNDTRACK Queer Eye For The Straight Guy YOU PROMISED ME (TU ES FOUTU) In-Grid ZERO 7 LOVE ME RIGHT (OH SHELA) NOTHING FAILS/NOBODY KNOWS ME Medoesa NEVER (PAST TENSE) The Rec Project Featuring Time Arena Give Up THE WAY YOU MOVE DutKast Feeturing Sleepy Brown LOVE'S DIVINE (DEEPSKY, MURK, & PASSENGERZ MIXES) THE CRYSTAL METHOD Legion Of Boom CHERRY BLOSSOM GIRL Air IT'S MY LIFE Talkie Walkie THE DISTRICT SLEEPS ALONE TONIGHT The Postal Service ♥ SYMPATHY FOR THE DEVIL (REMOXES) The Reling Succes ♥ ALONE Lango Dance Divas li HEY YAI OutKest JOHNNY VICIOUS Ultra.Trance:3 RUBBERNECKIN' (PAUL OAKENFOLD REMIX) Bris Presley 7 9 13 RED BLOODED WOMAN SQUAREPUSHER Kylia Minogaa 4 THERE'S GOTTA BE) MORE TO LIFE Stacis Onice O 8 RAVIN COMMENT OF (N) 12 16 BREATHE (REMIXES) 13 5 TOXIC (REMIXES) 14 STORIC (REMIXES) 15 TOXIC (REMIXES) SARAH MCLACHLAN SOMETHING HAPPENED ON THE WAY TO HEAVEN Deborah Cox ROCK YOUR BODY, ROCK 12 12 Britney Spears 9 Ferry Corston The Remixes. 6 OFFICIALLY MISSING YOU (REMIXES) Tantin ♥ Carlos Housest ♥ O SER (COCCUMP) Lithing & Holls I. (ECO 1000) Serial Resolution O Serial Resolution O Serial Resolution O Serial Resolution O 13 WHEREVER YOU ARE (I FEEL LOVE) JAMES LAVELLE BORY TOO SLOW The Crystal Method TRULY Delerizes Featuring Norins Pallet (IS) 18 TO 15 14 13 VARIOUS ARTISTS Sent Of Trance Volume Four LOVE'S DIVINE NETHOLOGY THE JUAN HEX HECTORNAC CHAPLE REMO! Moreign Carray ♥ DEEPEST BLUE 18 RICHARD "HUMPTY" VISSION I'M GLAD (REMIXES) æ Jennifor Lopez ♥ THE CHEMICAL EROTHERS Singles '93 - '03 20 10 Madotna 9 18 VARIOUS ARTISTS Trance Classics Vol. 2 VARIOUS ARTISTS This is Trance: 17 Expharic Dance Floor Anthemat ALL THINGS (JUST KEEP GETTING SETTER) YEAHI RAINWATER O O 22 18 CRUISING PAVEMENT CRACKS (REMIXES) Annie Lennox 8 20 2 JUST A LITTLE MORE LOVE SANDRA COLLINS A TOAST TO MEN (F\*\*K THE MEN) Wills Ford Feetering May © SIMPLY BEING LOVED (SOMNAMBULIST) VARIOUS ARTISTS LOUIE DEVITO Billboard HOT DANCE

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## **Time-Life Launches Civil War Contender**

The Civil War has inspired its fair share of contemporary song sets, such as Frank Wildhorn's Broadway musical "The Civil War" and the 1978 country disc "White Mansions." But "America Will Always Stand" is poised to outperform previous attempts at fashioning new material from America's epic and

enduring struggle. The 14-track Time-Life Music album is the first original music release from a company known for its heavily TV-promoted, genrethemed song compilations. It is available through the label's Web site and will be released to retail June 22. It will also spawn Time-Life's first radio single.

Michael Curtis and Michael Pyle primarily produced and co-wrote 'America Will Always Stand" under the historical guidance of "Gods and Generals" and "Gettysburg" filmmaker Ron Maxwell.

The title comes from Randy Travis' post-Sept. 11, 2001, single. It is the album's closing cut and is the only song that was not specifically written for the set

Ricky Skaggs, Darryl Worley, the Whites, Lee Ann Womack and Collin Raye are some of the established acts that sing the remaining songs. Newcomers Josh Turner, the Wilsons and the Michaels (Curtis and Pyle) also turn in performances.

The songs are frequently fact-based

and almost always relevant for today's listeners.

Maxwell points to "All the Daddies," which his daughter Olivia Manwell coverete with Curtis and sings on "America Will Always Stand."

The song is based on a real conversation that occurred between Stonewall Jackson and a 5-year-old girl who asked the general when all the daddies were coming home. 'Gods and Generals" depicts the

exchange in one of its scenes "It's an evocative song that has resonance today, because we want all the daddies to come home from Iraq and Afghanistan," Maxwell says. "It's representative of the whole album [in that] while it's anchored in the Civil War, it speaks to today as well.

The album title was chosen because of the kinship between Civil War-era Americans who "survived that great ordeal" and the current generation, which Maxwell says has "come together to withstand international terrorism.

#### SIMILAR CONNECTION As for the title track, Travis clearly

sensed a similar connection when he co-wrote the song with Curtis.

"I had to stop and think about the Civil War as opposed to us being attacked by fanatics, which is what the song was written about." Travis says, "But when you think about the patriotic feeling that we experienced [after Sept. 11], that in itself would

But there are kids watching.

On the radio side, WKDF

get away with on the air.

Scene

**By Phyllis Stark** 

Nashville morning host Eddie

Foxx said that if you know your

audience, you know what you can

"The soccer mom driving to work

hold true in either case. So a lot of lyrics in the song worked for this particular project.

Curtis conceived the idea for the album shortly after completing the song with Travis. He was then introduced to Maxwell, who had wanted to compile an album from the diverse songs that had been written and considered for his Civil War films.



Impressed with Curtis, Maxwell put off his compilation idea in favor of Curtis' original, historically inspired songs.

When Time-Life Music received the project, executive producer Gene Zacharewicz recalls being

"blown away. "I listened to every song on the record, and it was solid throughout,"

Zacharewicz says, "They were all really well-written and incredibly performed-and really moving.

Zacharewicz singles out "One Letter," sung by Alabama-based sister trio the Wilsons, "It knocked me off my feet," he says, "so we're going to see if we can break it as a single to the country format."

Maxwell notes that the song brings to mind any number of scenes in Civil War films-or Ken Burns' landmark "The Civil War" TV series-where an anguished wife is clutching the one letter her husband sent her.

#### COURTING RADIO

Curtis feels that radio programmers won't see "One Letter" as a major-label single but for what it is, which is representative of "the mood of the masses. It can bring healing and hope for families who are waiting for the return of loved ones.

Bob Moody, VP of programming for radio chain Regent Communications, lauds "America Will Always Stand" as a "masterful album [that] for those of us interested in that history is a must-have and the best album of its type.

Moody adds, "The guys who wrote the songs did a spectacular job, and some of the artists' performances equal anything they've ever done. But whether you can take them out of the album's context and put them on radio is the guestion."

Zacharewicz notes that Time. Life did a big push for the product at the recent Country Radio Seminar in Nashville, "America Will Always Stand" was inserted into registration bags distributed to all CRS attendees.

Plus, he says, the company, "in typical Time-Life fashion," will commence a direct-response TV campaign at the end of the month. He expects heavy retail promotion in Wal-Mart and Kmart outlets as well as at Civil War battlefield site stores and events

"I look at this as an opportunity," Zacharewicz says. "The business has changed so much in the last few years that, as an industry, we need to make events out of things like this, where the material is so rich.

"Even though it's outside the box (in terms of what we typically do. it really fits well with what the Time-Life brand stands for linl being curators of American history and offering a historical context to a body of music. Maxwell says that "America Will

Always Stand" follow-up albums are being prepared. They will include such artists as Alison Krauss Trace Adkins and Kenny Rogers. Maxwell is also planning to pro

duce 14 one-hour TV shows, each tying into a song on the album. Plans call for the artists who nerform the songs to be featured in the TV programs.

## CRS Discusses Indecency Onstage, On Air

With all the talk about indecency and broadcasting, it was a surprise that the recent Country Radio Seminar in Nashville only devoted one panel to the subject. And ironically, the March 4 "How Far Is Too Far" panel got a bit raw

itself, thanks to Trick Pony's Ira Dean, who chose to repeatedly use a sophomoric slang word for hie favorite During a dis-

female body part. cussion about pushing the envelope at live shows and on the air Dean unleashed his most memorable line. While he said he's "all about

shock value" in his live show. Dean noted that he is more cautious when younger fans are present. "If it's an adults show, game on," he said. "But not if there's kids in the audience. I'd love to whip my apples out onstage, my baby bird.

doesn't want to hear a couple having sex in a church," he said. Foxx's reference was to the infamous stunt that got former WNEW New York morning hosts Opie & Anthony fired. As for the music, moderator Ed

Hill, who is PD of KUBL Salt Lake City, thinks country has become almost too sterile. "We need songs O'Neal has signed a new recording contract with Capitol Records. She is in the studio finishing her first album for the label with producer Keith Stegall. The album is due in early 2005, with a

single expected in

SIGNINGS: Former

Mercury artist Jamie

13-year-olds."

mid- to late-summer of this year. O'Neal's gold-certified debut album, "Shiver," arrived in 2000 and peaked at No. 14 on the Billboard Top Country Albums chart, Her first two singles, "There Is No Arizona" and "When I Think About Angels," hit No. 1, but her four subsequent

with real adult human longing singles were all mid-charters. Mer-[and] slightly sexually overt con-tent," he said. "We lack sex appeal."

cury released her last year. Songwriter Craig Wiseman has Dean agreed, noting that he has inked an exclusive copyright "quit listening to country radio. It administration deal with Nashvillesounds like bad Richard Marx records. based Integrated Copyright Group We sound like we're making music for (ICG) to represent his new publishing venture, Big

Loud Shirt Enterprises. Bluegrass star Rhonda Vincent has signed with Nashville-based Upper Management.

Herb Sandker heads Upper Management. Little Big Town and Kevin Fowler ioin the Equity Records roster, which also includes

previously announced acts Clint Black, Shannon Lawson and Carolina Rain. Little Big Town previously recorded one self-titled album for Sony's Monument Records. The title peaked at No. 40 on the Top Country Albums chart in 2002. Brian McComas has signed with

Buddy Lee Attractions for booking. Sammy Sadler has signed a management deal with Serenity Career Direction. Sadler has a recording deal with Tri-Records.

Singer/songwriter Jay Teter has signed with Nashville independent label Quarterback Records. His debut album is due this summer.

ON THE ROW: Former Broken Bow Records artist J. Michael Harter has formed Big Al Records with Phoenix business executives Steven Dick and Joan Heil. Veteran Nashville producer/publisher/songwriter Blake Mevis is president/CEO of the Tempe, Ariz.-based label.

Big Al has formed an alliance with Nashville-based independent label Lofton Creek Records, which will promote Harter's new album. "Unexpected Change." Select-O-Hits will distribute it

With ASCAP and BMI hosting competing country awards on the same night Nov 9 (Nashville Scene Billboard, March 20), SESAC has selected Wednesday, Nov. 10, for its annual awards soirée

#### Billboard Cales data compled by & Nielsen LAST WEEK 2 WKS AGO APTIST ARTIST Tiele IMPRINT & NUMBER/DISTRIBUTING LARFE CHRIS CAGLE . (音) NUMBER 1 / GREATEST GAINER (音) 6 Weeks At Number 1 38 37 KENNY CHESNEY A When The See Goes Dowe SARA EVANS 37 35 TRACE ADKINS . TOBY KEITH A Shock's Y'ell TOBY KEITH The Best Of Toby Keith: 20th Century Mesters The Millentii ALAN JACKSON A Greatest Hits Volume II 2 JO DEE MESSINA 40 39 Long Block Train 4 JOSH TURNER . 42 41 PAT GREEN . Wave Do Wave 44 44 CROSS CANADIAN RAGWEED Soel Gravy CLAY WALKER 41 40 TRACY BYRD The Truth About Men KEITH URBAN A Golden Road CLINT BLACK 51 55 GEORGE STRAIT For The Laxt Time: Live From The Astrodo VARIOUS ARTISTS Livin' Lovin' Losin': Sones Of The Louvin Br MARTINA MCBRIDE A 42 42 KEITH HEBAN Keith Heben In The Beach 8 10 KENNY CHESNEY A No Shoes No Shirt No Problems Totally Country Vol. 3 **VARIOUS ARTISTS** 10 8 GARY ALLAN . See If I Care 45 43 RANDY TRAVIS . TORY KEITH A 50 48 ALABAMA The American Farewell Tour SHANIA TWAIN 4 15 16 53 50 WYNONNA TIM MCGRAW A Tim McGreev And The Describell Ductors 49 51 LYLE LOVETT My Bairy Don't Tolorate 12 14 RASCAL FLATTS A 48 45 VARIOUS ARTISTS Just Because I'm A Women: Sonus Of Dolly Partie TRACE ADKINS . Comin' On Strong 52 49 TERRI CLARK PACESETTER (A) 54 53 The Best Of Jeff Foxworthy: Double Wide, Single Minded JEFF FOXWORTHY 21 20 LEANN RIMES . Greatest Hits The Very Best Of John Michael Mont JOHN MICHAEL MONTGOMERY DIXIE CHICKS . 55 56 DIXIE CHICKS A 14 13 Red Dirt Road BROOKS & DUNN . Tanoled to The Pines 8R549 17 17 BRAD PAISLEY . Mad De The Tires VARIOUS ARTISTS 22 28 ALISON KRAUSS + UNION STATION A 58 61 BILLY RAY CYRUS ALAN JACKSON A JAMES OTTO Days Of Our Lives 20 19 DIERKS BENTLEY . CLINT BLACK 24 22 ELVIS PRESLEY A Elv1x: 30 #1 Hits EMMYLOU HARRIS Stumble Into Grace 18 11 RODNEY CARRINGTON BILL ENGVALL 26 33 Buddy Jawell 60 58 BUDDY JEWELL . BILLY CURRINGTON Billy Currington 62 60 23 23 GEORGE STRAIT . 68 66 WILLIE NELSON 25 27 Jimmy Wayne JIMMY WAYNE 74 74 BRIAN MCCOMAS 27 24 SOUNDTRACK Blee Coller Comedy Tour The Movie DOLLY PARTON RON WHITE 33 32 59 54 THE FLATLANDERS sale Of Fortune 29 25 MONTGOMERY GENTRY A My Town 64 59 VARIOUS ARTISTS 30 30 LONESTAR A NICKEL CREEK . This Side 28 21 JOHNNY CASH A OLD CROW MEDICINE SHOW O.C.M.S. 72 34 36 Room To Breathe HANK WILLIAMS JR. 32 26 9 JOE NICHOLS .

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GEORGE STRAIT •

RANDY TRAVIS

## Billboard HOT COUNTRY.. SINGLES & TRACKS

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#### Billboard pied by Nielsen Sales data complete by K Nielsen SoundScan SoundScan ALISON KRAUSS + UNION STATION A NAUCORDON BIT Gatther Presents: A Gospel Bluograss Mo Live Volume One NICKEL CREEK . SUGAR-RES This Side 0.C.M.S. HURT AT AMERICAN DISTRIBLE Johnny Cash OLD CROW MEDICINE SHOW stream and VARIOUS ARTISTS control of the Present A Gegel Bleegram Renconcing Values flew VARIOUS ARTISTS control present accounts to the Present A Gegel Bleegram Renconcing Values flew VARIOUS ARTISTS control present accounts to the Present A Gegel Bleegram Great Of Bright State VARIOUS ARTISTS control present accounts for the Values of Bright State VARIOUS ARTISTS control of the Values of Present A Gegel Bleegram Great Office Values of Bright State Valu OLD CROW MEDICINE SHOW ACTIVATION WILD WEST SHOW AND AND ADDRESS OF THE PERSON Big & Rick 4 I CAN'T TAKE YOU ANYWHERE PROMORES HERE! Scotty Emerick With Toby Xeith VARIOUS ARTISTS MADE DEPUTABLE (ME) VARIOUS ARTISTS CHAPTE VARIOUS ARTISTS CHAPTE EARL SCRUGGS/DOC WATSON/RICKY SKAGGS TO. THE DEL MCCOUNT BAND MCDIFFERD CHI SOLIMINE, [M] VARIOUS ARTISTS TACHE HIGH THE LET PICTURE • HUNGRISH SOUTH HOUSE Kid Rock Feetuneg Allison Moores IF HEARTACHES HAD WINGS ADMINISTRATE ndo Viocent The Three Pickers h's Just The Night LAST ONE STANDING CHEAMMORE BESIGNED Emerson Drive THE IMPOSSIBLE UNIVERSAL SOUTH FROM Joe Nichels Bluograss Gospe JUNE CARTER CASH > Wildw STAY GONE OF AMADRIC DRIDGE WITH COPY Jimery Wayne RICKY SKAGGS & KENTUCKY THUNDER SHAGS FRANCIPRIC STREET SHE STEVE IVEY WASACY SPECIAL PRODUCTS SERMANDACY BROKENHEARTSVILLE UND YOU'RE STILL HERE WAS VARIOUS ARTISTS

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## **ALBUMS**

**Edited by Michael Paoletta** 

#### POP

#### **▶** BRIDES OF DESTRUCTION Here Come the Brides PRODUCER: Steve Bruno Sanctuary SANSP-84674-2 RELEASE DATE: March 9

What a bridal party, Mötley Crüe bassist Nikki Sixx and L.A. Guns guitarist Tracii Guns have hooked up with drummer Scot Coogan (Sinéad O'Connor, Pete Yorn) and vocalist London LeGrand in his first big-time gig. It's a messy punk-metal marriage marred by uneven commercial ambitions that begs the question: How long can it last? To be fair "Shut the F" \*k IIn" gives good rant, and individually, each member has laudable chops: LeGrand has enough of a garage growl to wail with these cats. But then there is "Natural Born Killers." A title that brutal should not have an annoying, bee-bop "na na na na na na" chorus like this one does. As for "I Got a Gun," it would be perfect if it weren't for the incomprehensible lyrics that actually read, "I got a gun/And nothing to say." Exactly.- CLT

#### \* FRANZ FERDINAND Franz Ferdinand PRODUCERS: Tore Johansson, Franz Ferdinand Domino Recording DNO27

RELEASE DATE: March 9 The latest product of the U.K. hype machine, Franz Ferdinand's selftitled debut fuses virtually every indie rock trend of recent years. The New York post-punk sound popularized by the Strokes is here, complete with Julian Casablancas-esque vocals from frontman Alex Kapranos; so, too, is the A Certain Ratio-inspired dance-rock influence popularized by the Rapture, !!! and Radio 4, Throw in the fact that the members are Glasgow art students who tout their own venue/art-space scene called "The Chateau" and it becomes tempting to dismiss the band as too precious for its own good. But don't hate before hearing Breathless huzz aside Franz Ferdinand actually delivers the goods. The album is quick, breezy and fun. The herky-jerky rhythms on such tracks as "Take Me Out," "40" and "Michael" make for hip-shaking. head-nodding winners.-BG

#### \* KERI NOBLE PRODUCERS: Jeff Arundel, Rob Arthur Manhattan 7243 S 95829 0 0 RELEASE DATE: March 9

The next Norah Iones? Not so fast True, this is a sparkling, beautifully recorded debut by a young planist/ singer/songwriter, True, Arif Mardin serves as co-executive producer, also arranging and conducting strings. But from there the artists diverge. Where Jones' superb recordings are unerringly smooth, organic and mellow, Noble mixes sounds and delivery. She supplements her fine piano

skills with drum loops on three of

### SENTIAL



#### CODSMACK The Other Side PRODUCER: Sully Erna Republic/Universal B0001539 RELEASE DATE: March 16 The title of Godsmack's latest release refers to the fact that it is an acoustic

recording. That's no surprise, given Godsmack's open worship of Alice in Chains, a band that never shied away from acoustic settings. Three out or seven songs here are new, including first single "Running Blind." The track's vocal harmonies and layers of gultar deviate the most from Godsmack's formula, but not that far from Alice's. "Touché" features a collaboration with Dropbox, the first signing to singer Sully Erna's label, Hardcore fans will appreciate the acoustic renditions of classic Godsmack songs like "Re-Align," "Keep Away" and "Awake" (here retitled "Asleen"). Unfortunately, stripping down the guitars and drums has the tendency to draw attention to Erna's often dull lyrics. While an acoustic collection might break the band's platinum streak, this spring's tour with Metallica should keep Godsmack top of mind .- BT

the album's 12 songs, for example. She's also unafraid-this is "Fearless," after all-to let loose, as on the rocker "Let It Rain." Here, as elsewhere. Noble delivers an angrier. throaty approach more akin to Joan Osborne But this book-laden album is also full of sweeter moments: the lap steel fading in and out of the wistful "Piece of My Heart," which is another standout and is by itself worth repeated listens, Fortunately, there are many such moments on this impressive debut .- CW

#### \* ESZTER BALINT Mud PRODUCER: J.D. Foster

Rar/None 152 RELEASE DATE: March 9 Combining the scropk of the New

York avant downtown scene, rootsy Nashville grit and unconventional pop instrumentation (including glockenspiel, vibes and French horn). Eszter Balint delivers "Mud," a small gem of mystery and allure. With her unaffected, blue-hued vocals and an ncanny sensibility in crafting indelible songs, Balint has succeeded in recording the young year's most quirky and compelling album. Exult-

## PRODUCERS: various

Arista 82876 52141 RELEASE DATE: March 23 Usher is on a roll. His 2001 multiplatinum album "8701" spawned three major hits. Now he's poised to repeat that feat with "Confessions." The set's lead single, "Yeah!," has already topped several Billboard charts, and its equally strong follow-up, Burn," is on the rise. "Confessions" finds Usher, once again, working with an all-star cast of producers-Jimmy Jam & Terry Lewis, Lil Jon,



Jermaine Dunri, Rich Harrison (Beyoncé) and Dre & Vidal (Alicia Keys), among others. On display is a more emotionally raw Usher, who gets personal on the title track, "Superstar" and "Truth Hurts," Still, he knows how to get booties bumpin' ("Red Light," "Bad Girl"). And he is not afraid to intertwine elements of R&B/hip-hop, crunk, pop and rock. Like "8701," "Confessions" will surely be around for quite some time.-GM

ing in jagged edges and impenetrable shadows, she is a poet who sees the moon as a lollipop as well as "a big wet sponge" and ruminates on subjects like the "nightmare of gravity" and the haunting power of a paperweight. "Mud" opens with "Pebbles & Stones," which starts off with twangy banjo-picking, then jars with electric guitar lightning. It sets the mood for the rest of the 10-song collection. Other highlights include the loping "Here We Are," the thumping "If," the bluesy rocker "Your God," the sprightly bouncing "Weeds" and the wistful ballad "Who Are You Now." The CD may be short in running time (just shy of 36 minutes), but it's long in pleasure.-DO

#### R&B/HIP-HOP

► VARIOUS ARTISTS Bad Boy's 10th Anniversary . . . The Hits PRODUCERS: various Bad Boy/Universal B0002112 RELEASE DATE: March 9 If anyone knows how to celebrate a milestone, it's Sean "P. Diddy" Combs. The music mogul marks the



#### THE VINES Winning Days PRODUCER: Rob Schnapf Capitol 84338 RELEASE DATE: March 23

On this follow-up to their wellreceived 2002 debut, "Highly Evolved," the Vines have lost absolutely no momentum. The Australian rockers effectively alternate between swirling wall-of-sound fury and crisp, punchy power chords. This results in an intoxicating mix. "Ride" is pure, pounding, retro garage funk, while cuts like "Animal Machine" offer a false sense of security before delivering a sucker punch, Trippier fare like "TV Pro," the hypnotic "Amnesia" and "Autumn Shade 2" showcase the hand's more melodic side, with quitarist Craig Nicholls and bassist Patrick Matthews harmonizing well. "She's Got Something to Say to Me" recalls the edgy power-pop of the Smithereens, while acoustic guitar drives well-rendered ballads "Rainfall" and "Sunchild." The Vines wrap things up with the visceral "Fuck the World," an intense coda to a diverse and highly enjoyable ride.—RW

with this hits collection and accompanying DVD. Such classics as the Notorious B.I.G.'s "Big Poppa," "It's All About the Benjamins" and Craig Mack's star-studded "Flava in Ya Ear Remix" still sound fresh As an added bonus, the collection includes a new version of P. Diddy's "Victory." Retitled "Victory 2004" here, the apocalyptic song features new verses by P. Diddy, 50 Cent and Lloyd Banks. In the end, this set confirms that Combs has affected not only hip-hop but music in general.-RH

#### + FI -D High Water PRODUCER: EI-P Thirsty Ear S7143

RELEASE DATE: March 9 Definitive Jux founder and independent hip-hop star EI-P has already established himself as one of the genre's more experimental producers. His 2002 album "Fantastic Damage" was bleak and abrasive, yet an innovative, almost psychedelic hip-hop record. For "High Water," released as part of Thirsty Ear's Blue series, El-P takes a backseat to a crew of avantgarde jazzmen, With pianist Matthew Shipp, horn player Daniel Carter,

percussionist Guillermo E. Brown, trombonist Steve Swell, trumpeter Roy Campbell and bassist William Carter among the invitees, EI-P's compositions are given a free jazz makeover. The result is a collection of nourishing soundscapes, all of which are just as jadded and defiant as FLP's hip-hop work. Beats are intertwined so slyly that songs swap genres long before the listener will notice, and the album should confound and compel fans of both worlds .- TM

#### DANCE/ELECTRONIC

\* LOUIE VEGA Elements of Life PRODUCER: Louis Vega

Vega/MAW Records VRCD.001 RELEASE DATE: March 9

DJ/producer Louie Vega is a luminous figure in the global dance music market. Along with his Masters at Work production partner Kenny "Dope" Gonzalez, Vega is responsible for numerous chart-topping remixes and the concept album "Nuvorican Soul" (1997), For "Elements of Life," Vega—on hiatus from his collaborations with Gonzalez-mines an uplifting musical terrain that owes much to jazz, soca, samba, salsa, bossa nova and soulful house music Throughout, the beat-smart/rhythmrich Vega surrounds himself with talented singers and musicians, including his wife Anané ("Nos Vida"), Blaze ("Brand New Day"), Raúl Midón ("Cerca de Mi"), Dimitri From Paris ("Mon Amor") and Domingo Quiñones ("Quimbombo"). The album opens with a scintillating and faithful cover of the Chakachas' early-'70s top 10 hit "Jungle Fever." By breaking down cultures, Vega celebrates life .- MP

#### COUNTRY

JAMES MCMURTRY AND THE HEARTLESS BASTARDS Live In Aught-Three PRODUCER: James McMurtry Compadre 925682

RELEASE DATE: March 23 On his studio efforts, Texas-based singer/songwriter James McMurtry comes off as a sort of country folkie with a barely contained mean streak But onstage, with his scruffy Heartless Bastards, the junkyard dog tendencies take center stage, as on the pulsing, surly "Red Dress." This band swings mightily behind McMurtry's droll vocals, giving such finely drawn songs as "Saint Mary of the Woods," "Fraulein O" and panoramic "Levelland" a framework they deserve. As a

songwriter, McMurtry has a knack for conveying sentiments both great and small. Witness the rollicking "I'm Not From Here" and the wry "Out Here in the Middle." Ultimately, it's the band that surprisingly steals the show here whether it's on the rowdy commen-tary "60 Acres," a swaggering take on "Rex's Blues" or the blistering version of "Too Long in the Wasteland." In all, "Live" is a perfect showcase for an impressive catalog of material .- RW (Continued on next nage)

10th anniversary of his Bad Boy label CONTRIBUTORS. Ketts Caulited, Cordon Ety, Deborah Evans Price, Brian Garrity, Rashaun Hall, Todd Martens, Call Mitchell, Dan Ouellette, Michael Pooletta, Bram Telteriman, Christa L. Tibus, Philip van Vieck, Ray Waddell,
Christopher Walch. ESSCHULS: Release General by the review cities to deserve special attests on the base of naucel ment and/or Elibourd dura potential. VIDI, INSSESS. Reviewed about of special attests, within and commercial interest and outstanding collections of words by one or more artists. PLOS (a): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS CHOICES (\*): New releases, repartless of chart potential, highly recommended because of their insticul ment. All illusins commencially available in the United States are eligible. Send album review copies and singles review copies to Michael Pooletta (Billboard, 770 Broadway, 6th floor, New York, N.Y. 10003) or to the writers in the appropriate bureton.

(Continued from preceding page)

#### WORLD

\* SERGENT GARCIA La Semilia Escondida PRODUCERS: Tyrone Downle, Bruno Garcia, Ivan Darroman Montoya Shakti 72435-98356

RELEASE DATE: March 9 Parisian Bruno Garcia, a former indie rocker (Ludwig Von 88), has released three albums in Europe as Sergent Garcia, "La Semilla Escondida" is his U.S. debut, and with it comes music that he has coined "salsamuffin." That catchy name nicely references two of Garcia's major passions: Cuban music and Jamaican reggae. The album exudes a whopping Caribbean vibe, but, individually, songs travel to reggae. salsa and beyond, "Revolucion" is a track that truly blends salsa and reggae. while "Mi Ultima Voluntad (Tonite)" is more straight-ahead reggae. Meanwhile, "El Regreso" is a sultry cha-cha. Sergent Garcia borrows from son, ragga, rumba and ska to shape a 14track celebration of everything that is irresistible about Cuban and Jamaican music. The beauty of "La Semilla Fecondida" is that it's wildly rhythmic and unfailingly bot-blooded. These sands would drive the sternest of staics onto the dancefloor,-PVV

#### JAZZ

\* CLAUDIA ACUÑA

Luna PRODUCERS: Claudia Acuña, Jason Lindner MaxJazz 117

RELEASE DATE: March 16 It's startling to listen to Claudia Acuña's marvelous performance on "Luna" with the supremore that it is only her third album (and her debut for Max lazz) Acuña has developed into a first-rate jazz uncalist with such alacrity that one has to conclude that we're witnessing the opening rounds of what will become a world-class career. "Luna" finds Acuña working with a quintet of choice players and singing most of the tunes in Spanish. She's a native of Chile, and this return to her native tongue seems to have been especially inspirational. Acuña embraces her Spanish lyrics with a particular warmth, and from song to song, her vocal tone has a heautiful resonance. The emotive quality of her performance on such songs as "Arrimate Mi Amor" and "Oceano" is sheer jazz romanticism Also take note of "Yo No Llevo La Razón and "Lilas." tunes with a percussive Latin heartbeat on which Acuña swings with a quiet flair -PVV

#### CHRISTIAN

► AVALON The Creed PRODUCERS: Brown Bannister, Charlie Peacock, Tedd T. Sparrow SPD 84901 RELEASE DATE: Feb. 24 Avalon's sixth studio album is the first

with new member Greg Long, who joined last year when original member Michael Passons exited the foursome. Long, who is also continuing his solo career with a new album, joins his wife Janna Long, as well as Jody McBrayer and Melissa Creene on this solid collection of Christian non times. The album features the strong lead vocals and

impressive harmonies that have become the group's calling card. The R&B-flavored "Overioved" celebrates the happiness found in knowing God; "All" is the kind of vibrant uptempo that the Dove Award-winning group is known for; the title cut is a powerful anthem with a lyric that is vulnerable and empowering. After nine years and two recent personnel changes, this album showcases a group whose future is poised to be as bright as its successful past .- DEP

#### VITAL REISSUES

FLEETWOOD MAC surs—Deluxe Edition REISSUE PRODUCERS: Fleetwood Mac, David McLees, Gary Peterson ORIGINAL PRODUCERS: Fleetwood Mac Richard Dashut, Ken Calllat Warner Bros. 73822

RELEASE DATE: March 23 Fleetwood Mac's most commercially and critically successful album, "Rumours," has been remastered and reissued in deluxe packaging with a second CD of s material. Disc two has 18 addi tional rough versions, outtakes, demos and jam sessions. Two of the bon tracks, "Think About It" and "Planets of the Universe," later appeared in different incarnations on solo albums by Stevie Nicks. Additionally, one of rock music's most famous B-sides, "Silver Springs, has been restored to the "Rumours" lineup. The Nicks-nenned track was removed from the original release because of vinvi-album space constraints. The remastering sounds stunning; this ster ling set can safely replace the old single-CD version, which, frankly, sounds murky in comparison. Along with "Rumours," two other Mac albumsgroup's self-titled 1975 album and "Tusk"—are also being reissued, with bonus material.—KC

KIM BURRELL Try Me Again PRODUCER: James Brown Shanachle 5751 RFLEASE DATE: March 9

"Try Me Again" was gospel diva Kim Burrell's first independent recording Originally issued, and largely overlooked. in 1997, the set preceded the artist's two top 10 major-label outings in 1998 and 2001. Listening to "Try Me Again," it is easy to hear why Burrell was only a year away from gospel stardom: At every turn, she delivers with power and finesse. Graced with the thunder of a gospel shouter and the sophistication of a classy iazz chanteuse. Burrell is a one-of-a-kind singer who shines throughout this set. "Prayer Changes Things" and the title track are smooth and soulful. The chorally backed "Home" adds a healthy touch of Sunday morning to the mix while perfectly displaying Burrell's innate sense of when to hold back and when to cut loose. "Try Me Again" is an inspiring peak of one of modern music's great singers who is still, but just barely, wait-

#### Billboard.com

· Grant Lee Buffalo, "Storm Hymnal" (Slash/Rhino)

ing in the wings .- GE

· Challenger, "Give People What They Want in Lethal Doses" (Jade Tree)

## SINGLES

#### **Edited by Michael Paoletta**

**NEW & NOTEWORTHY** \* MRNORTH Speak No Evil (3:11) PRDDUCER: Jerry Harrison

WRITER: MrNorth PUBLISHER: Warner/Chappell Music Uninhibited UNH10033 (CD promoi Since forming in Dublin in the late '90s, MrNorth has spent much time trekking throughout Italy. Last year, the quartet spent ample time in the United States, touring with Liz Phair, Puddle of Mudd, Evanescence and others. MrNorth also found its way to the Lollapalooza 2003 stage. Now, along comes "Speak No Evil." the lead single from the band's just-issued debut album ("Lifesize"). Produced by Jerry Harrison (formerly of Talking Heads), the powerful and energetic "Speak No Evil" is a pop-kissed rock anthem. Lead singer Colin Smith delivers of the day lyrics that are surely bringing a bitter sweet smile to the face of Howard Stern: "Bad news today/Sorry to say/ You've been declined an open mind so you can shut your mouth/Shut it down." Of course, in today's cultural climate, the nowers that he at radio may simply take it upon themselves to shut this dynamic, angst-filled track out, Surely, Madison Avenue has a more open mind.—MP

#### R&B/HIP-HOP ► PATTI LaBELLE New Day (3:24) PRODUCERS: Jason Rome, the Corner Boys WRITERS: various

DURI ISHED: DMI Def Soul Classics 16040 (CD promo) "Diva." It is an overused term, granted, but there are certain singers for whom no other title is more appropriate. Patti LaBelle is one such artist. With a career that spans more than four decades, the songstress is one of R&B's ost distinct and powerful voices. LaBelle enters the next phase of her career with the aptly titled "New Day." the lead track from her forthcoming Def Soul Classics album debut, "Timeless Journey" (due May 4). "New Day is a smooth, midtempo jam that is classic LaBelle. And the song's-ws. "New Day" is a song-lyrics are universally relatable. LaBelle could be singing about a new label, a new love

formats where LaBelle is a fan favorite SLUM VILLAGE FEATURING KANYE WEST & JOHN LEGEND Selfish (3:46) PRDDUCER: Kanye West WRITERS: R.L. Altman, J. Powers, K. West, A. Frai

or a new lease on life. This should be a

no-brainer at adult R&B and AC, two

and critical darling.-RH

PUBLISHERS: Donut Boy Music/EMI Pub-lishing, ZHIFI Music, ASCAP; Gimmie My Publishing/MI and Springtime Music, BMI Capitol 7087 6 18385 (CD promo) another personnel change-with the

With Slum Village going through yet recent departure of member Baatinfans may worry that the quality of its music may suffer. That's not the case with the lead single from the act's forthcoming set, "Detroit Deli (A Taste of Detroit)." The midtempo, R&Binflected "Selfish" is somewhat remi-

#### ESSENTIAL REVIEWS



LUTHER VANDROSS Buy Me a Rose (3:48) PRODUCER: Shep Crawfo WRITERS: J. Funk. E. Hickenkooper PUBLISHERS: Rex Benson Music/Stone Forest Music/Tripp Tunes, Blue Plate

Music Publishing, BMI J Records J1DJ-59157-2 (CD promo) Velvet-voiced Luther Vandross never met a ballad he couldn't make his own. "Buy Me a Rose" is no exception. This time around, the multi-Grammy Award winner tea with producer Shep Crawford, who is also no slouch in the ballad department (He crafted Deborah Cox's "Nobody's Supposed to Be Here.") Crawford's snarse quitar-laced arrangement is the perfect accompaniment to Vandross' sweet tenor. Both bring to life lyrics about a relationship disconnect that can be solved by simple things, "Buy me a rose/Call me from work/Open a door for me/What would it hurt/Show me you love me by the look in your eyes/ These are the little things I need the most in my life," Vandross sings in the chorus. In light of the artist's

current condition, the song takes on even more poignancy.—GM



TEENA MARIE Still in Love (4:17) PRODUCERS: Mannie Fresh Teena Marie WRITERS: T. Marie, B. Thomas, A. Green PUBLISHERS: Allarose Music, Irving Music/Al Green Music, BMI Cash Money Classics/Universal UNIR 21178-2 (CD promo) It has been 13 years since Teena Marie appeared on the Billboard Hot R&B/Hip-Hop Singles & Tracks

chart. In that time, much has changed in the sonic landscape of the chart. Hip-hop tracks have replaced R&B songs. But the tide appears to be changing, with newschool artists like Alicia Keys repaying the way for veterans like Marie to emerge (again). The sterling "Still in Love" marks Marie's Cash Money Classics debut. Coproduced by the artist and Cash Money in-house producer Mannie Fresh, "Still in Love" recalls "Irons in the Fire"-era Marie vet maintains a freshness that is very 2004. Without question, Marie possesses a voice that has been missing-in-action for way too long. Fortunately, a new album, "La Dona," is being readied for a late-spring/early-sum release. Ooh la la la.—MP

niscent of Slum's previous single, hitter sadness of such utter despair. The "Tainted." However, where "Tainted" second verse is home to the angelic talked about how relationships can be negatively influenced by outside forces, "Selfish" serves more as an open letter to the ladies. The group's remaining members, T3 and Elzhi, trade verses with the track's producer Kanve West about the women in their lives. West protégé John Legend provides the song's melodically lackadaisical hook, which complements the track's laidback, piano-looped vibe, R&B program mers should not sleep on this one .- RH

#### COUNTRY

**▶** BRAD PAISLEY FEATURING ALISON KRAUSS Whiskey Lullaby (3:46) PRODUCER: Frank Roge WRITERS: B. Anderson, J. Randall PUBLISHERS: Sony/ATV Tree Publishing Mr. Bubba Music, Reynsong Publishing,

Wha Ya Say Music, BMI Arista 8287660134-2 (CD prom Paisley is rapidly looking like the country format's next superstar, A triple threat (singer, songwriter and

guitar player), he consistently delivers quality songs and great performances He mesmerizes on this haunting ballad. Penned by Bill Anderson and Ion Randall, the lyric oozes with the pain of a hearthroken man who "nut that bottle to his head and pulled the trigger, and finally drank away her memory Paisley's performance captures the

vocals of Alison Krauss, who serves up the story from the guilt-ridden woman's point of view. Masterful songwriting combined with excellent performances make this a record sure to be added to the pantheon of great country drinking songs. Thus far, singles from Paisley's "Mud on the Tires" album have demonstrated his ability to deliver tongue-in-cheek satire ("Celebrity"), tender romance ("Little Moments") and now, the darker side of love.— DEP

#### DANCE/ELECTRONIC

► ZERO 7 Home (3:32) PRDDUCER: Zero 7 WRITERS: H. Binns, S. Hardaker, T. Dickow, D Madden

PUBLISHERS: Kojam Music, Universal Music Elektra 1978 (CD promo) An absolute high point from Zero 7's sophomore disc ("When It Falls").

"Home"—featuring the sublime vocals of newcomer Tina Dico, who sounds a lot like "Ladies of the Canyon"-era Joni Mitchell-is aural nourishment for the mind, body and soul. Wonderfully laidback in its original version, "Home" is diven sonic makeovers by Stereolah and Everything but the Girl's Ben Watt who inject the track with respectively, twitchy electro beats and soulsmacked house rhythms.-MF

## URNTABLE







RECORD COMPANIES: Compendia Music Group in Nashville pro motes Ric Pepin to VP/GM. He was VP of marketing and promo-

Also at Compendia, Jeff Loper is named director of business development. He was head of specialty marketing at Light Records

PUBLISHING: Harry Fox Agency in New York promotes R. Wayne Martin to VP of index and client relations. He was senior director of index and client relations.

RADIO: Infinity Broadcasting in New York appoints Peggy Panesh senior VP of marketing. She was senior VP of marketing and communications at Westwood One. **Entercom Communications** 

Corp. in Bala Cynwyd. Pa., names Bill Pasha VP of programming. He was VP of research and audience measurement at Infinity Broadcasting.

Univision Radio in Los Angeles names Brian Reed VP/director of sales for its L.A. radio cluster. He was VP of sales and marketing for



Univision Television Group. Adult top 40 KBIG in Los Angeles appoints Dave "Chachi" Denes PD. He adds those duties to his title of KBIG operations

MUSIC VIDEO: MTV Networks in New York appoints Carolyn Everson mtvU director of advertising sales. She was VP of classified sales at Primedia.

PRO AUDIO: Community Professional Loudspeakers in Glasgow, Scotland, names Stuart Thomson regional market manager. He was a sales executive at Tannoy

HOME VIDEO: Miramax Home Entertainment in Los Angeles appoints Jeffrey Fink senior executive VP. He was president of sales and marketing at Artisan Home Entertainment.

RELATED FIELDS: Macrovision Corp. in Santa Clara, Calif., names Jim Wickett executive VP of corporate development. He was an independent consultant.



collection, Beyoncé accepts the prize of entertainer of the year at the 35th annual NAACP Image Awards. The awards show took place March 6 at the Universal Amphitheatre in Universal City, Calif., and Fox aired the program March 11. Other honorees at the NAACP Image Awards were Luther Vandross (who won four awards), OutKast, Alicia Keys. Ramsey Lewis, Ruben Studdard, Donnie McClurkin, T.D. Jakes, Queen Latifah, the Dave Matthews Band and hall of fame inductee Ray Charles.



## Now, Hear This ... mindy smith

Vanguard Records' new Americana artist Mindy Smith has already made her mark on Billboard's charts: Her debut album, "One Moment More," released Jan. 27, bowed in the Feb. 14 issue at No. 6 on the Top Indepenbowed in the Feb. 14 issue at No. 6 on the Top Independent Albums chart and 1 No. 13 on 11th Billboard 200. The New York-born, Nashville-based singer/songwriter was featured of Nasquard's all-tast 2003 Delly Parton tribute album, "Just Because I'm a Woman." After opening for John Halt in early March, Smith made a Welk Mussle Group showcase appearance at the South Nasdomerous Conference in Auditin Josas. Smith State of the Work of the also logged feature coverage in the magazines No Depression, Harp,



## Billboard **Honors Sting**

Theatre, he was presented with a commemorative plaque as the recipient of the 2003 Billboard Century Award, Sting accepted the award—Billboard's highest honor for distinguished career achievement-last December at the 13th annual Billboard Music Awards. Pictured backstage at the Beacon Theatre, from left are, Billboard editor-in-chief Kelth Glrard, Sting and Billboard president/publisher John Kilcullen.



## Hef's Smooth Jazz Moves

Playboy magazine founder Hugh Hefner, center, greets jazz artists Gerald Wilson, left, and Herble Hancock March 3 at the Playboy Mansion in Los Angeles to announce the artist lineup for the 26th annual Playboy Jazz Festival, for which Hefner serves as executive producer. The festival, to be held June 19-20 at the Hollywood Bowl in Los Angeles, will include performances from Hancock, Wilson, Wayne Shorter, the Wynton Marsalls Septet, Etta James & the Roots Band, Bela Fleck & the Flecktones and Robert Randolph & the Family Band. (Photo: Leroy Hamilton)



## **Hall Of Fame Inducts New Class**

best speeches of the night at the 19th annual Rock & Roll Hall of Fame induction ceremony. At the black-tie event, held March 15 at the Waldorf Astoria Hotel in New York: the music industry's elite gathered to honor the Hall of Fame inductees, Jackson Browne, the Dells, George Harrison, Bob Seger, Prince, Traffic, Jann Wenner and ZZ Top received the honor

Introducing Browne, Springsteen had the crowd roaning with laughter when joking about competing with Browne to attract more women to their concerts. Backstage, Seger said he expects his next studio album to be released later this year. Prince joined Tom Petty, Jeff Lynne and other musicians to play a scorching version of "While My Guitar Gently Weeps" in an emotional tribute to Harrison. And the Dells joined Traffic onstage to perform Traffic's "Feelin' Alright." VH1 will begin airing the Hall of Fame show March 21. (All photos by Kevin Mazur/Wirelmage.com unless otherwise indicated.)



and Dave Mason, Kid Rock, Jackson Browne, Keith Richards, Traffic's Steve Winwood and Tom Petty.



thered in the audience, from left, are Bruce Springsteen, Sony Music Entertainment (SME) U.S. president Don lenner, SME executive VP Micheie Anthony, Patti Sciaifa and Sony Corp. of America chairman/CEO and Sony Corp, vice chairman Howard Stringer.

Presenter Mick Jagger, center, and Atlantic Records co-founder/Atlantic

Group co-chairman Ahmet Ertegun, right, congratulate Hall of Fame in-ductee Jann Wenner, editor-in-chief/publisher of Rolling Stone magazine.





Bob Seger captivates the house with his songs "Old Time Rock & Roll" and "Turn the Page."





At the Rock & Roll Hall of Fame ceremony, presenters OutKast and Alicia Keys, who all Introduced Prince, stayed on the cutting edge of fashion instead of donning stodgy formalwear. OutKast's Big Boi, left, stuck to informal street gear. Keys, center, wore a butterfly-motif gown. And Out-Kast's André 3000, right, sported a pageboy look. In other music-meetsfashion news, Britney Spears has inked a deal to develop her own line of Elizabeth Arden products, while Jewel has signed on as a spokesmodel for L'Oréal's Feria hair color products.



## Markowitz Maps Solo Career | Morrison Remixed With Dad As Inspiration

dreds of shows in New York, singing backun for the likes of Shawn Colvin and, for 13 years, James Taylor. Still, she was admittedly uptight at her first show as a solo performer in New York recently at the Cutting Room. There, she showcased her new solo debut album, "Map of the World" (Compass Records), on

which Colvin and Taylor guest. But Markowitz . was comfortable Words<sup>∞</sup> indeed in joining

me at the bar right afterward for an a cappella duet of "The Rebel-Johnny Yuma," the theme to 1950s TV series "The Rebel" and one of my favorite

Johnny Cash songs, and then a solo scatting of the theme to "The Wild, Wild West." Both themes and music for other shows, including "Hawaii Five-O." "Barnaby Jones" and "Murder She Wrote " as well as movie scores like "Cry of Battle." were composed by her late father, Richard Markowitz.

"He always said that when you heard a [background music] version of a song, you could really tell if it was good or not-though I found that not always to be true!" Markowitz says of her father who also served as composer/arranger for the BBC and the Katharine Dunham Ballet Company.

as a dad. We were incredibly close, but it took a long time to feel that I'd gotten his approval."

Markowitz remembers being a kid when family friend Johnny Mandel, who "lived up the street in Laurel Canyon," was writing his classic 'The Shadow of Your Smile.' She herself has been writing since she was a teen-"really bad

Music

In 1991, however, she had a No. 1 hit in Germany with "Summer Dreaming," using rewritten lyrics to a popular Bacardi jingle, "It's known as 'the Bacardi song'—and I became 'the Bacardi girl,' " says Markowitz, who released it using the name Kate Yanai-and was primed for a suc-

cessful European career. To have a solo career there and a backup career here would be nice, but I didn't pursue it over there because they wanted me to continue as a current-day Carmen Miranda," Markowitz continues. But I was singing with James Tav-

By Jim Bessman lbessman@billboard.com conds" then she cave

> Annie Tate, Dan Colehour and Don Schlitz Bruce has been a keystone of the Carnival organization from its inception," Carnival's Brad Kenn says. "I couldn't be more excited about the opportunity to continue working with him as we embark on a new chapter in the chronicle of Caminal Music

past. One cut, "My L.A.," resulted

room and getting inspired by pic-

from "sitting around the living

tures of my father leading a big

hand in high school at the Holly-

wood Canteen in the '40s before a

sion of Richard Markowitz's "Who

Needs the Spring?" for which her

got an honorable discharge at the

end of World War II, so he went to

Paris to study," Markowitz recounts.

"He played jazz clubs in a trio, and

Mother was a painter from London

see jazz-and met Dad. 'Who Needs

the Spring?' was never recorded by

Markowitz's mother did more

her Haru Music (ASCAP) publish-

SIGNINGS AND RE-SIGNINGS: BMG

Songs (the North American division

of BMG Music Publishing World-

band Thrice to a worldwide music

Carnival Music, meanwhile, has

The Texas singer/songwriter respon-

sible for such country chart-toppers

McGraw and Faith Hill and "Trav-

elin' Soldier" by the Dixie Chicks,

Strait's current hit "Desperately."

He's also the very first writer

Nashville-based publishing home

ever signed by Carnival, also the

wide) has signed rising hardcore

re-signed Bruce Robison to an

exclusive songwriter agreement.

as "Angry All the Time" by Tim

most recently penned George

of Phillip Coleman, Sam &

co-publishing agreement.

than supply the lyrics to her

daughter's album-closing song.

She also gave her the name for

anybody, as far as I know.

ing company.

who went to Paris on weekends to

mother, Haru, wrote the lyrics. "He

The album ends with a lovely ver-

bunch of G.Ls.

Also in Nashville, Bluewater Music Services has re-signed Tim Krekel to an exclusive songwriter deal, making this the 12th straight year that the pubbery and song-

writer have been paired. But Bluewater has also brought singer/songwriter Dean Miller into its fold in the role of creative director. Son of the late, great Roger Miller, he is now charged with responsibility for all creative activities including developing and pro-

## **In Surround Sound**

As on St. Patrick's Days past, I made sure this year to listen to Van Morrison's outstanding 1988 collaboration with the Chleftains, "Irish Heartbeat."

Morrison was on my mind for another reason: a recent conversation with engineer/producer Mick Glossop, who has served as recording and mix engineer on

15 of the artist's albums. Morrison remains an active, vital artist. Glossop's extensive involvement with his recording sessions, dating to 1978's "Wavelength" album, continue with Morrison's recent Blue Note debut, "What's Wrong With This Picture?," and a 5.1-channel mix of the artist's 2002 Universal

release, "Down the Road." Glosson created the 5.1channel mix on the Solid State Logic XL 9072 K Series console in Studio E at Metropolls Studlos in London.

using the console's surround panning features and a Levicon 960 Multichannel Digital Effects

System 'Van Morrison's albums are very performance-

oriented Glosson says, "and I wanted to convey a sense of the realism of a group of musicians performing in front of the listener, as at a club gig. I placed all the instrument sources to the front of the listener, with a little expansion into the room by bringing the left and right instruments for-

ward along the sides.

LOSSOP: EMPHASIZING THE PERFORI The only exception to this, Glossop notes, "was the placing of the string-section room microphones entirely in the rear speakers, with their individual

Thus the overall philosophy was to create essentially a stereo image, but with some expansion into the room to create the extra dimensional denth that would be impossible with two-

channel stereo

Morrison's 1970 classic. "Moondance," was also remixed in surround sound. That remix. created by original mix engineer Elllot Schelner in 2001, is slated for release on the DVD-Audio format, though Warner Music

Group has not yet set a date. Morrison generally records to RADAR hard disk multitrack recorders, Glossop says, though his priorities are performance and spontaneity rather than technical issues. Not

surprisingly, Glossop, who has also worked with acts including Frank Zappa, Lloyd Cole, Suede



and the Saw Doctors, among others, uses Digidesign's Pro Tools to varying degrees on all current projects. If Pro Tools has been used for

the whole production process. Glossop likes to record the final mix to half-inch analog tape. "It's important to go through one analog generation at some point in the recording chain," he says. "These days, that is usually the medium of the final mix."

ON A MISSION: San Francisco Bay Area-based mastering engineer Paul Stubblebine has moved his studio, Paul Stubblebine Mastering & DVD, to a new, expanded facility. Among the reasons cited for the evnansion are the growing acceptance of the DVD-Audio and Super Audio CD formats.

The new facility's two studios are built to accommodate surround-sound mastering, DVDrelated services include video editing and Dolby 5.1 encoding

and authoring. The new studio is located at 1340 Mission St. in San Fran-



But still he had a big influence on me: If I played a song or idea, he would stress the importance of melody and song structure. He was also not an easy audience-he was critical of himself and others.

"Though loving and supportive, he had high standards and taught me a lot about ethics and hard work " she continues. "So it was hard growing

lor, so I wasn't desperate-and would rather do music 1 loved than hated. And that's what pushed me to write in a more personal way about things that mean something to me."

singer/songwriter David Batteau, with whom she co-wrote three songs on "Map of the World," with

She credits fellow Los Angeles ducing writers and artists.



## Retail



Graffeo sees video onnortunities in Latin market

MERCHANTS / MARKETING / HOME VIDEO / E-COMMERCE / DISTRIBUTION



## **Expanded GameRiot Takes Videogames On The Road**

BY SUSANNE AULT

LOS ANGELES-Powered by electronic headliners and information-technology roadies, GameRiot wants to establish itself as the country's largest traveling videogame festival.

After debuting as a tent at Lollapalooza 2003, GameRiot has morphed into a stand-alone, 36-date club tour. Hitting primary and secondary cities March through May, the fest showcases videogames that attendees can play on state-of-the-art plasma TV

screens and PCs. "Lollapalooza was a great place to launch. A lot of the music promoters who came to the event recommended that this is a fabulous attraction [for other locationsl. It is different from anything they have gotten before," says Matthew Ringel, GameRiot's executive producer at Game Media Properties. The

William Morris Agency is one of Game Media Properties' investors Shows kick off March 13 at the Pan American Cen-

ter in Las Cruces, N.M., and wrap May 13 at the Aval-

on in Los Angeles Videogames are turning concert organizers' heads, Ringel says, because "they have been the big story (Continued on page 46)

## **Educators Add Music To Mix** At Biennial Meet

We hope to

educate the

general public

makina and

audio. There's

a real mix of

BY CHRISTOPHER WALSH

The National Assn. for Music Education (MENC)'s 59th National Riennial In-Service Conference will feature for the first time, the Music and Sound Expo. The Music and Sound Expo. pro-

duced by NAMM, the International Music Products Assn., will include some 250 exhibitors, from musical instrument and software manufacturers to educators, publishers, wholeralery and retailers

The MENC confab is slated for April 14-18 at the Minneanolis

Convention Center. NAMM holds biannual trade shows. The winter NAMM show. held Jan. 15-18 in Anaheim, Calif., drew 74.236 registrants and 1,340 exhibitors (Billboard, Jan. 31). The Music and

Sound Expo will be onen to the public. Conference attendees will have exclusive access to the expo April 16 from poon to 3 p.m. The public can join them April 17 from 3 p.m. to 8 p.m. and 10 a.m. to 6 p.m.. as well as 10 a.m. to 5 p.m. on April 18.

Michael McDonthings going on.' ald will beadline the April 16 Music and Sound Expo Concert, produced by Yamaha and benefit-

ing music-education charities. Edwin McCain will also perform.

#### INCREASING EDUCATION

We've always known and partnered with music educators," NAMM president/CEO Joe Lamond says, "[but] always on very surface levels of agreeing

to promote music and music making. NAMM has been talking to the music products industry for many years," Lamond continues. "We hope to educate the general public on music. music making and audio. There's a real mix of things going on that will energize and allow us to have a voice directby to the real consumer, the end user." NAMM's winter and summer sessions-the latter will be held July 23-25 at the Nashville Convention Centerfeature several hundred manufacturer

exhibits. Many exhibitors will tailor their presence to the MENC conference. For Fender Musical Instrument Corp., a smaller, education-specific exhibit will appear in place of the full array of instruments and amplifiers typ-

ically displayed at a NAMM show, spokesman Mongan Ringwald save "Our education

department will be there," Ringwald explains, "IDirector of education] Bob Morris, a former educator. will work with school boards and teachers to get them started with a program on how to teach guitar. If you're an accredited music teacher, it's very easy to pick up. At that point, we pair the school board and on music, music administrators with retailers in their

> Fender's Squire line features inexpensive versions of the company's revered Stratocaster and Telecaster electric guitars and its Precision and Jazz electric basses.

among others. Lamond hints that the Music and Sound Expo may indicate an expand-

ed program of NAMM shows open to the public. There are boat shows, auto shows, hunting and fishing shows," Lamond

says. "There's a template out there that the music products industry has not been thinking about. It really influences demand for products and tends to energize a market, and that's why those other categories of consumer spending do so well. They take advantage of that: I think we should

#### **New Label Green St. Celebrates Champaign Scene** Unusually enough, the school's student fund board provided 60%

of the financing for "Emergence."

The total cost of the project is

about \$4,000," Morton says, "They

gave us a large amount of the

Plenty of indie labels get started because their operators love their local music scene However, not many labels get

started in a Big Ten university dormitory. "We were in our dorm room one

night, thinking up crazy stuff," says Josh Morton, who co-founded Green St. Records with Jason Drucker. his roommate at the University of Illinois in

Champaign-Urbana. Morton Drucker and friends Asson Rosenthal and Jon Rozen-all of whom are musicians who

attended high school together in the Chicago suburb of Lincolnshire-formed Green St. late last year to promote Champaign's local scene.

Morton had learned that Boston's Berklee College of Music had a student-run label. He recalls thinking, "Why can't we do

Green St. was set up with 12 volunteer staffers as a registered student organization on the

Champaign, Urbana campus The label's first release "Emergence," is a compilation of 13 campus-based acts.

The talent here is so amazing." Morton says. "It's such an untapped area."

The label partners reviewed

submissions from bands. The one

proviso for inclusion on the proi-

ect is that at least one-quarter of a

group's membership must be U of

Green St.'s partners recused

themselves from appearing on the compilation, "We made it a rule

that if you're on staff, a band you're in can't be on the album,"

Morton says.

By Chris Morris

money, and we funded the rest with a couple of benefit concerts." 'Emergence" is being launched with a concert by seven of the album's featured acts on April 10 at the Illini Union on campus, No one's making any money from the project: The university

made its contribution with the understanding that the album would be given away But the experience has proved valuable for Green St.'s founders,

since the U of I does not have a music-business program "I was trying to figure out how to start my own major here," Morton says.

CUTS AT ADA: As part of the widespread manpower parings following the ownership change

at Warner Music Group, Warner indie distribution arm Alternative Distribution Alliance let five staffers go the week of March 1

ADA VP of sales Bill Kennedy and three other staffers in Los Angeles were laid off, and Minneapolis-based Midwest sales manager Noele Sutherland was also cut loose

ADA president Andy Allen could not be reached for comment.

ARTSY: Ryko Distribution has added another left-of-center imprint to its growing list of video lines Ryko has picked up North

American distribution rights to artsmagicdvd.com, a U.K.-based home-video imprint specializing in eclectic Japanese film Ryko will share Canadian distri-

bution with VidCanada The deal commences in May with the release of the feature "Full Metal Yakuza" by eccentric Japanese director Takashi Miike

("Dead or Alive," "Ichi the Killer"). Releases of Miike's films "Sabu," "Young Thugs 1 & 2" and the "Black Society" trilogy will follow.

WIRING UP: Atlanta-based LiveWire Entertainment Sales & Marketing has established a new sales team

with the addition of several indus-LiveWire principal Alexis

Kelley has brought on Clay Pasternack, formerly with M.S. Distribution and Action Music Sales: Ron Barnes, previously with M.S. and Southwest Wholesale: and Ric Curtice, an alumnus of MCA who is currently a freelance indie sales rep.

Pasternack is servicing Midwestern and Northeastern accounts. Barnes will handle the major Minneapolis-based chains and Curtice will cover the West Coast. Kelley will function as the Southeastern and Southwestern rep.

#### GameRiot Continued from page 45

over the last year. There's been a real maturity in the business. It's gone from straight package goods to films to TV shows [such as UPN's "Game Over"] to live events."

#### UPPING THE ANTE

In its second incarnation. GameRiot has expanded. It has attracted additional game publishers to provide titles for the fest, including Atari and Tecmo. Also on board is hardware maker AMD, which has lent its high-end Athlon 64 FX microchip to fuel PC gamenlay

A total of 31 new and unreleased videogames at 60 different playing stations will star on the tour, an increase from the 24 games presented at GameRiot 2003. DJs will also spin tunes at the

shows. Comprehensive lights, sound effects and Game Riot dancers will keep the party vibe going each night. This is a real touring operation. Two trucks, a bus . . . but instead of a guitar crew, we have game techs," Ringel save

Game Media Properties and club promoters will split revenue from the tickets, which cost \$15 to \$20 aniece. Videogame participants, which

also include XBox, ESPN and Electronic Arts, see GameRiot as a valuable promotional tool for their ESPN senior VP of marketing unning the ante with GameRiot this year is having the tour wind through venues that normally present rock shows. ESPN has selected GameRiot as the platform to premiere its "Major League Baseball 2004" title. "It not only gives us the oppor-

AT A GAMERIOT SHOW LAST YEAR, ATTENDEES SAMPLED UPCOMING VIDEOGAMES

tunity to have our game sampled. but it gives [us] the opportunity to be cool by association," Raab says.

One advantage over the Lollapalooza atmosphere, videogame publishers note, is that the club tour facilitates longer play. Although it varies per market,

GameRiot lasts two to three hours. The average time a fest-goer spent at Lollapalooza's GameRiot was 30 minutes Plus, many of the clubs also feature one early-evening all-ages show and one late-night 21-andover show. The potential to double audiences from a typical once-anight concert crowd is enticing to venue executives. Ticket sales have been so strong

for the April 13 show at House of Blues in Chicago that the club added a third show running from 10 p.m. to 12:30 a.m.

"Gaming is a huge thing with younger audiences," which are clubs' target demographic, says Michael Yerke, a talent buyer for HOB. And gaming is just as hot with

musicians, he notes. Yerke recalls a John Mayer concert a couple of years ago where, instead of heading to an after-show party, "he and his friends played videogames until 3 a.m. on [the HOB Chicago stage (Continued on page 47)





## **Tower's Ch. 11 Restructuring Nears Completion**

ington, Del., bankruptcy court approved Tower Records' reorganization plan March 15, the industry is wondering what comes next.

Will the new ownership structure now in place as part of the reorganization hold on to Tower for a while, or will it sell the chain immediately? That's the key guestion, and we may get an answer as soon as the emergence is complete.

By Ed Christman

According to a lawyer who was at

the proceedings, "The plan was con-

firmed, but the effective date for the

emergence should come within the

next 10 days. The timing is depend-

ent on [Tower's] decision to assume

That day could have already

arrived by the time you read this

But whichever day it turns out to

tenure the shortest for a music company in more than a decade. In

Chapter 11 protection Feb. 9.

be, it will make Tower's Chapter 11

a prepackaged plan, Tower filed for

The last prepackaged Chapter 11

that the home-entertainment soft-

ware industry witnessed was that of

1990s. (By the way, I wouldn't mind

Live Entertainment in the early

or reject contracts and leases.

ager who was involved in that process and remembers the details.)

With the plan confirmed, Tower is now 85%-owned by former bondholders, who received \$30 million in new notes and had their debentures converted to equity. Tower founder Russ Solomon and his family trust

retain a 15% stake in the chain While Tower operated under Chapter 11, management noted that the debt-to-equity conversion

would provide the chain with a stronger balance sheet. This would enable the new owners to sell Tower when a better value could be realized instead of at the fire-sale prices that suitors offered when Greif & Co. was shonning it.

judge's confirmation of the Tower reorganization plan reflects "how good our operations are and how solid our capital structure is.

that helped Tower quickly navigate its Chapter 11 filing was the support of suppliers. Another was "the sacrifices that the Solomons made and Russ [Solomon's] desire to do right by the



According to Rodriguez, one factor company and employees."

MANIFEST DESTINY: Value Music Concepts acquired two Manifest Discs & Tapes locations that were to be shuttered as part of owner Carl Singmaster's exit from music retail

Singmaster announced in January that he planned to close his five-store chain. At that time, he said, "This is not a bankruptcy. It

ther invest in music retail. Value Music CEO Rob Perkins says the Marietta, Ga.-based company is acquiring the Charlotte, N.C., and Columbia, S.C., stores, The



current staff will remain, Randy Dunn, Manifest's director of store operations, was hired as a regional manager to oversee the two stores.

The acquisition gives Value Music 69 stores, Value Music emerged from Chapter 11 protection last November

closing was hig news in the Carolinas, because Singmaster and his staff had built "a tremendous relationship with his customers.

Value Music hopes to capitalize on that relationship by retaining the employees in both stores. They will be augmented by the Value Music Staff-which, in the words of Perkins, "has the same love of

music" as Singmaster. Both stores already are profitable, and Perkins says Value Music will boost that by expanding product mix to bring in DVD. videogames and other entertainment-related accessories

Singmaster previously sold one store to the Music City chain in Nashville, which means he is closing two stores.

DAY IN COURT: A former Handleman Co. employee has been charged with possession of stolen goods and embezzlement, according to the Daily Oakland Press in Michigan,

Jim James, a longtime buyer for Handleman, is facing two felony charges, each carrying 10year sentences, because each charge involves CDs valued at

Before the case goes to trial there will be a preliminary hearing, where the prosecutors will have to show probable cause. A date has not yet been set.

The police confiscated 12,000 CDs from James' garage and another 1.005 from the Dixieland Flea Market in Pontiac, Mich., according to chief deputy Oakland County prosecutor Deborah Carley.

"James had a good racket going on there for himself," she says. Carley notes that Handleman hired private detectives to uncover the alleged theft. Sources say James was fired a

month ago. Sales executives say that James regularly requested a boxlot or two of popular titles. claiming he wanted to distribute them to Handleman employees. "My position is [that James] did-

n't do anything inappropriate, says James' lawyer, Mitchell Ribitwer of Ribitwer & Sabbota in Bloomfield, Mich, "These items were sent to him for promotional nurposes, and he used them for that. In many cases, they were given to people at Handleman. including his supervisors.

Handleman declined to comment

### GameRiot Continued from page 46

screen! . . . So what the hell? We'll give [GameRiot] a shot. Another game bowing at GameRi-

ot is Electronic Arts' "Fight Night 2004." Though not set to hit stores until June, Xbox's "RalliSport Challenge 2" will also be available. Players can either test games individually or enter contests where up to 60 people can compete at once. Kids would normally have to pay

\$1,600 to buy all the games [that will be provided]," Ringel says. He adds that each fest-goer will receive a gift bag filled with electronics coupons and T-shirts to increase the event's allure.

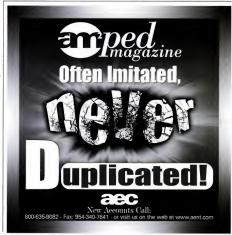
SAMPLING WORKS None of the featured games will be on sale at GameRiot, which is envisioned as strictly a publicity campaign. But GameRiot will likely produce tangible sales results, Ringel says. In polling kids after they left

the GameRiot tent at Lollapalooza last year, 74% said they would be "highly likely" to buy a title that they sampled, Ringel says, "The intent was there.

Predicting heavy walk-up buying, he declined to say how ticket sales are currently tracking. However, during an experimental fivedate club tour in New Orleans last fall. GameRiot pulled in 1,000 people per show, which roughly matches clubs' capacities. Already, Ringel is planning a

summer batch of GameRiot shows at state fairs and weekend-long fectionle "Thinking rosily about the

future," Ringel says, "I would love a year or two from now Ito havel a Game-analooza tour, where videogames are on the road and there are a couple of musical acts to accompany them."



## Goin' Mobile

WIRELESS MUSIC

## Ring Tones Set To Hit High Note

U.S. To Capitalize On Mobile-Music Revenue Potential

#### BY BRIAN GARRITY

The U.S. wireless music market is poised to take off in the coming year, thanks to more-sophisticated cell phone networks and an increase in consumer use of next-generation handsets.

Ring tones topped the list of wireless data service offerings from U.S. carriers last year and promise to play an even bigger role in the coming year, experts say. The potential for the ring tone business, along

the potential for the ring tone business, along with all other aspects of the mobile phone industry, will be discussed at CTIA Wireless 2004, March 22-24 in Atlanta, the annual conference of the Cellular Telecommunications & Internet Association (CTIA).

Consect, a research firm that specializes in tracking wireless music, estimates that ring tone sales totaled more than \$110 million last year—double the total for 2002. And the firm is expecting ring tone revenue to double or even triple in the United States in 2004.

The scope of the worldwide market, meanwhile, dwarfs those U.S. numbers. Global ring tone sales totaled an estimated \$3 billion last year, according to Consect. However, music- and wireless-industry executives see promise in the U.S market trends.

"It's just getting off the ground," Consect CEO Mark Frieser says. "It's avery exciting time for everyone in the value chain to take a serious look at the revenue potential for artists and publishers and labels."

Driving much of the excitement in the United States and catching the attention of the major labels—is the emergence of new high-quality ring tones known as ring tunes, which are original artist recordings adapted to a format that can be used for a mobile phone ringer. (Suppliers also have (Continued on page 50)

Owners of select Sprint phones can already purchase ring tunes from top artists such as, clockwise from top, Black Eyed Peas, Sheryi Crow and Sting.



Sprint.



Zingy would like to thank all the music publishers, record labels, artist managers and media companies who have teamed up with us to deliver over 20 million ringtones in the Americas. We are dedicated to creating the feets experience for our customers and generating outstanding revenues for mile partners in the entertainment industry. All of us at Zingy look forward to developing our current friendships – and to making new ones.

zingy

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## Wireless Music

## **Mobile Market Soars In Europe**

#### BY JULIANA KORANTENG

This year in Europe, as in the United States, business opportunities for wireless music are set

The year 2004 is the turning point for mobile music," says Patrick Parodi, GM of PacketVideo Network Solutions Europe, a subsidiary of handset-maker Alcatel. "Previously, mobile services were seen [solely as a way] to promote music. Now, they are a revenue generator for all the links in the mobile-music value chain.

Major and independent record labels, mobilephone manufacturers and service providers and mobile-entertainment-content companies are increasingly developing business deals together. The latest phone models in Europe can provide access to entertainment content including music streams, downloadable files, ring tones, ring tunes, text messages, multimedia messages,

The scope of opportunities available in the mobile-music business will be among the key topics discussed at MILIA, the 10-year-old international trade market for interactive content business. MILIA is now part of MIPTV, the annual

television-programming marketplace. The two events will take place simultaneously March 29-April 2 in Cannes, Vodafone Live, the entertainment arm of Europe's biggest cell-phone operator, will sponsor MILIA's flagship conference about the global mobile business. We have been talking about convergence at

MILIA for a decade, and convergence is becoming a reality." MILIA executive director Laurine Garaude says. "It means bringing these different communities Imobile content, interactive TV and broadband deliveryl together.

PacketVideo's Parodi, who is also a vice chairman of the Mobile Entertainment Forum Americas (MEF), a global trade group for the mobile entertainment business, is encouraged by

researchers' forecasts. By one estimate from the ARC Group, a research firm based in the United Kingdom, the global mobile-entertainment business will grow to \$25 billion by 2007

and 3 billion handsets by 2008. "Mobile isn't just about the consumption of music; it is about adapting the music experience to what the mobile phone can do for the user," Parodi says.

'Ring tunes sound

like rock 'n' roll.'

-- RALPH SIMON, MOBILE ENTERTAINMENT FORUM AMERICAS

The decline in global sales of CDs during the past three years has helped spur the development of new mobile-music technologies, as copyright owners seek alternative sources of revenue. At the same time, mobile-phone manufacturers and service providers need entertainment content to drive their business.

MEF chairman Ralph Simon says his organization is helping manufacturers and operators find their way around the new music industry landscape. And the recent addition of EMI Recorded Music and Universal

Music International to MEF's membership has added substance to its role. "What MEF has been doing is

providing a crystal ball that shows members how to construct revenue-generating pathways," Simon says. "MEF can help unravel the thicket of copyright confusion,"

#### **TOP 20 TONES** Among the projects spear-headed by MEF is Europe's first

PARODI: REVENUE GENERATORS official ring tones chart in the United Kingdom. Called the MEF U.K. Ringtones Top 20, it is a

biweekly chart compiled by consulting company KPMG and scheduled to debut this month. The data, collected confidentially, will be compiled from six of the United Kingdom's largest

ring tone suppliers. However, the chart compilers have not identified the specific suppliers participating in the chart. Simon has also noticed the growing interests.

of artists' managers. "The difference from last year is that there's been a greater awareness by key managers," he says. "It was no coincidence that Paul McGuinness, U2's manager, was at IMIDEM 2004's Mobile Forum.

For Cedric Ponsot, CEO of Universal Mobile, a division of Universal Music Group, the future lies in communicating directly with operators and device manufacturers

"It's a full partnership with the handset manufacturers, the operators and the content owners," he says, "We, the labels, don't want to use a middleman. We need to have this direct dialog with the operators who don't understand the music industry, and vice versa," Ponsot asserts. As a former director at French mobile network

SFR. Ponsot understands both worlds, "My message to both is that we're no longer in the recording industry; we are in the music industry," he notes. "Consumers are no longer buying just CDs; they are also buying ring tones. Now artists have to be coached by the labels that, for instance, you can create a buzz with the [ring tune] version of a track before the album is released. We need to make the operator understand this."

## Ring Tones

screensavers and more

marketed these music files as Mastertones. Truetones and "I think the market for Iring tunel content is going to

increase dramatically this year with the new handsets that are hitting the market," says Phil Wiser, chief technology officer at Sony Music Entertainment. The sound quality of music on cell phones is an increas-

ing area of focus for record labels, wireless carriers and ring "It's like moving from black and white television to color

television," savs Raiph Simon, a music industry veteran who currently serves as chairman of the Mobile Entertainment Forum Americas, a global trade group representing the wireless entertainment industry. Ted Cohen, senior VP of digital devel-

opment and distribution for EMI Music. describes the appeal of the ring tune more plainly. "Do you want to hear a version of Smoke on the Water' that sounds like it was played on an organ, or do you want to hear the real

thing?" he asks. Simon adds. "You don't have to settle with ring tunes.

You get the real deal. Ring tunes sound like rock'n'roll." Indeed, Prieser says that Consect research indicates that improvements in technology and ring tone quality drive ring tone consumption higher.

Analysts estimate that cell phone carriers saw as much as a 10-fold increase in consumption in the shift from mono-

phonic ring tones to polyphonic tones. Frieser is calling for ring tone consumption in the United States to double in the shift from polyphonic to higher-

quality ring tunes. That's music to the ears of record labels. To date, they have been shut out of the ring tone market because older ring tones do not make use of the master recording

Typical polyphonic ring tones and monophonic ring tones are instrumental rerecordings of songs, representing an opportunity geared more toward the publisher. By

contrast, ring tunes require licensing of clips from actu-

#### GETTING STARTED Label executives are quickly becoming enthusiastic about

the incremental revenue opportunities represented by ring tones and wireless services

Owners of select Sprint phones can already purchase ring tunes for use in place of less sophisticated ring tones. Significant sales have followed. In January, Sprint

announced that it had sold more than 500,000 ring tunes of Beyonce's "Crazy in Love" and "Baby Boy" since they became available late last year. Frieser says that those numbers hint at a much larger

opportunity for ring tones. He estimates that the figure only represents a quarter of the subscribers to Sprint's wireless data services Ring tunes cost about \$1.50 to \$2.50

per song, which is considerably higher than the 99-cents-per-song downloads available through such services as Apple's iTunes

Sprint says it sold 20 million ringers and screensavers through PCS Vision in 2003-the company had 2.7 million PCS

Vision customers at the end of third-quarter 2003. However, not all of that business was ring tunes. Polyphonic ring tones still account for the bulk of the ring tones business in the United States, because those are

the ringers that most current handsets will play. But that's quickly changing. EMI's Cohen says, "Polyphonic will maintain its position in the short term, but the number of handsets that are ring

tune-compatible is really growing."

Indeed, the major labels are in the midst of a deal-mak-

ing frenzy to make ring tunes available to consumers. All these factors lead to bullish expectations for the wireless market in 2004 and beyond. In a study published last summer, research firm IDC fore-

cast that the U.S. ring tone business would be worth \$1 billion by 2007-driven in large part by ring tunes. IDC estimates that polyphonic ring tone content will

greater numbers.

dominate until late this year or early next year. At that point, consumers will begin to embrace ring tunes in

### Wealth Of Opportunities BY BRIAN GARRITY

Ring tones are just the beginning. Wireless companies and major labels see revenue opportunities for cell

phones far beyond sales of ringers "All this upgrading on the handset side and on the network side means

allowing for a plethora of new applications and services that are based around mobile music," Mark Frieser, CEO of research firm Consect, says. Ted Cohen, senior VP of digital development and distribution for EMI Music,

adds, "In the long term, there are going to be more involved artist-driven products that are going to be about more than just the ring tone, they're going to be about the screensaver, the wallpaper and games. Indeed, phone services and labels are already experimenting with such prod-

ucts as downloadable games that incorporate music from major labels, pictures that can be used as wallpaper on phone screens, mobile fan clubs and subscription-based streaming music services for phones. Sprint PCS began offering its customers access to full songs from Warner

Music Group artists through a streaming music service last year. The offer is an expansion of an existing subscription service WMG currently offers to Sprint customers: access to 30-second sound clips from WMG acts for \$3.99 per month. In addition, labels and cell phone carriers are offering "animated ringers"polyphonic ring tones synchronized with animated graphics.

Major label executives note that wireless services are interested in doing deals with record companies because music plays into the sweet spot of new data services they are trying to sell over next-generation networks.

At the same time, mobile phone customers are looking for such quick entertainment programming features as music and games. And labels are responding by gearing offerings toward current hits and material that has not yet been released in stores

'The music market is a hit-driven market," notes Phil Wiser, chief technology officer at Sony Music Entertainment. "When we have a hit, we don't

want to just limit ourselves to one type of content around that hit.' A growing trend is music companies collaborating with wireless phone companies to promote certain songs and timing an album's promotion around

its release date or when the song is serviced to radio. The goal, label executives say, is to line up the mobile music experience

ainst the traditional marketing promotion cycle for new albums. "This year you're going to see the windows change on the ring tones," Wiser notes. "Just as in the digital space, where you have prerelease radio windows for digital singles, you'll also have a similar window for ring tones. Because it

drives awareness, it raises visibility for the content and the artist."

www.billboard.com . www.billboard.biz BILLBOARD MARCH 27, 2004

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3 3 4 4 8 7 10 9 11 11 11 11 11 11 11 11 11 11 11 11 1		TITLE  APL SI WORE  WORE	UPER BOWA. THE MONROL SENT CLANS. ROYAL BUM MEEN FOLITY WAS HOME 25 CLASS WAS HOM 2 CLASS WAS HOME 2 CLASS WAS HOM	XOVIII  X MINISTER IN THE STATE OF THE STATE	NUM  B  SETS AND M  SEARCH SET  CORLECTION  CORLECTION  CORLECTION  CORLECTION  CORLECTION  CORRECTION  CORRECTION	THE PROPERTY OF THE PROPERTY O	Nielschungen in der Steine in	AM SUPPLI WANTED TO THE STATE OF THE STATE	REPART NO.	Marchan 1 (100 Marcha	21.56 24.55 24.55 25.55
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3 5 6 4 6 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	7	TITLE  APL SI	THE MOTION IN TH	XXXVIII XXXXVIII XXXXVIII XXXXXIII XXXXIII XXXIII XXXXIII XXXXXIII XXXXXX	NUM  STEAMON SHAPE AND MANAGEMENT AN	N N N N N N N N N N N N N N N N N N N	Nielschungen wielsen der Seine Stellen wie Seine	PART STATE OF THE	ER & NIL	Marchan 1 (100 Marcha	21 (98 24 15 15 15 15 15 15 15 15 15 15 15 15 15
3 3 4 4 8 7 10 9 11 11 11 11 11 11 11 11 11 11 11 11 1	7	TITLE  APL SI	THE MONTH DOWN, THE MONTH DOWN, THE MONTH DOWN, THE MONTH DOWN, THE MONTH DOWN TH	SALES GALL  XXXXVIII  AV RECEIT WITH PROPERTY AND AVERAGE AND AVER	NUM  BETTAND METERS AND METERS AN	IN N.	Nielsky Williams Nielsky Niels	AM SUPPLY AND SUPPLY A	ER & NIL	Marchan 1 (100 Marcha	21/36 24/36/

## atin Market et To Boom

#### III KIPNIS

ANGELES-For every dollar that umers in the general U.S. popun spend on entertainment, Latipend \$5.

nat assertion by Edward James os, a keynote speaker at the "DVD spañol" conference held March 9 e Wyndham Bel Age Hotel here, lights the immense financial rtunities awaiting the video stry in the Latino market.

cording to the 2000 census, there 0 million Latinos in the United s. Studio and marketing execuat the event discussed effectively noting films to that group.

nowing which types of films appeal atinos is key. Data presented by Store market research director h McCourt revealed that 49% of os say the genre they purchase on DVD is children's titles, vs. of the general population.

her participants noted the popularaction films in the Latino commu-Universal Studios Home Video exec-VP of marketing Ken Graffeo said "8 Mile" and "Scarface" were hits. ns that are underdogs might also do well in this mar-

ral-market and Latino marketing saigns if a large Latino audience is cted. The Latino campaign typicalcludes Spanish-language commeras well as local radio ads. any participants said radio promo-

should be played up in Latino-orid marketing campaigns. "Latinos d 21 hours listening to radio per vs. 16 hours for the general popon," said Rita Boyadjian, co-presiof Alternative Marketing Solutions. tendees agreed that in addition to red marketing campaigns, retail-

anguage customers. he biggest single obstacle we face cing Spanish-language product at "said Peter Staddon, senior VP of seting for Twentieth Century Fox

ne Entertainment. Getting retailtest the product is an important in the door, he said. or DVD releases of American films.

don said, it is important to include panish audio on the mainstream se, because "retailers don't want rate SKUs."

ne conference was produced by Store in cooperation with Digi-Intertainment Group and The

ome	ideo	200		Billboard TOP MUSIC VIDE	-
tin N	<b>Iarket</b>	W. Law		TITLE Principal LABEL / DISTRIBUTING LABEL & NUMBER Performers	TAPEONO
	Boom	6		(当) NUMBER 1 (当) 13 Weeks Activether 1 LIVE IN TEXAS www.newscreece Linkin Park	21.98 CD/D
10	Doom	2		ALL TIME FAVORITE HOME COMING VOLUME 1 GATHER MISC VIDE MISS. Bill Gaither	14.98 DVC
L KIPNIS		9		ALL TIME FAVORITE HOME COMING VOLUME 2 DATEON MUTIC VICTO MIST. Bill Geither	14:98 DVI
	or every dollar that general U.S. popu-	4 2		PART II 1/17 NECONDS 02391 Lid Jon & The East Side Boyz	11.98 CQ/G
spend on ent	ertainment, Lati-			ROAD CASE BRAGING VIDEOUS Kenny Channey	6.98 DVI
t assertion b	y Edward James	8 3	T	WHEN THE SUN GOES DOWN IMMENTS VOCESTIME KEETING CHROSTING	6.98 DVI
añol" confen	eaker at the "DVD ence held March 9	7 4		LED ZEPPELIN 4. ** ATUNITIC VOCCINION Led Zeppelin	29.98 DV
Wyndham Be obts the im	el Age Hotel here, mense financial			PAST, PRESENT & RUTURE GRAYS HOLE VISIONARIOS, MAIS AVERAGET BANK ROD ZOMBIE	18.98 CD/C
	aiting the video		+	CONCERT FOR GEORGE BANG HOME VICES 2000 VANOUS Artists	29 98 DV
ording to the	2000 census, there		-		-
	nos in the United marketing execu-	10 7	-	THE REEL ME a PYC MUSIC VOEDSON MUSIC SYSTEMANIAN SIND Jensifier Lapez	12.96.0V0
	scussed effectively	11 5		THE MEST OF PARTIES. AND SETTING THE CITED SHAPES SHEETS WELFOR MEST SECTION PORTOGORY	18:98 CD (
wing which to	rpes of films appeal	12 1	0	COLDPLAY LIVE 2003 & * CAPTOL VICEO HINNE Coldplay	24.98.DVD
inos is key. I Store market	Data presented by research director	12		ON THE ROAD WITH THE DROPKICK MURPHYS SHOWNESS SHEET Dropkick Murphys	19 98 OV
McCourt rev	realed that 49% of hre they purchase	14 6		PRST U.S. VISIT ▲ CAPITOL VIDEO ROSE The Beables	24 56 DV
on DVD is ch	ildren's titles, vs.	15 1	,	THE COMPLETE MASTERWORKS & FORWARD HELDER MICCOLUMNIANCE SAY THE PRODUCES D	19.98 DV
f the general p er participants	noted the popular-	10 1		INTIMAMENTE EN VIVO LIVE MELETA MARIE	19.98 DV
	he Latino commu- s Home Video exec-		+		14.98 DV
P of marketin	g Ken Graffeo said				
that are under	carface" were hits. rdogs might also do	18 2	0	LIVE AT DONINGTON 1 and Music vocapitate insucemental measurement and AC/OC	14.98 DV
-ste-	well in this mar- ket," he added.	19		DEFINITIVE JUX PRESENTS 3 DEPARTS JUX 76 Various Artists	13.99 (13.1
	"'Bring It On'	av 1	3	THIS LIFT PEELS RIGHT LIVE CLARGE VERSION OF SEASON STORE BOOK JONE	16.98 DV
26	had a huge His- panic audience."	21 5	6	LA HISTORIA CONTINUA reminissammenta, vanic a vinconnt seem. Marco Antonio Solis.	15.38 CO/1
4	Universal con- ducts research to	2 1	9	NUMBER ONES - O'C MAD HOSPING OFFICE AND THE MICHAEL JACKSON	16.98 DV
	determine if a		-	20 GREATEST HITS - MANUFACTURE AND DESCRIPTION OF THE PROPERTY	17 M CD4
	video will appeal to the Latino		-		
CRAFFEO	market and will mount separate	24. 1	?	GREATEST HITS VOLUME 2 - DISC 2 AMERIA RECOVER MC EMEC VOCA GIVE AREA Jackson	19.95 DV
I-market and	Latino marketing	25 1	5	AFCORES MUSICAL MEXICANO ZRM (AMPRILA DESCRIPTION DE LA VENIQUE Artists	16.98 CO/1
ed. The Latino	Latino audience is campaign typical-	76 2	3	UPI LINE IN CHICAGO HORLIF MOVELLI VOSSIANI PINA MAIC & VISCO PET CITIES Shipting Timbin.	19.98 DV
ides Spanish- s well as local	language commer- radio ads	10 2	6	LIVE IN CONCERT - A 20 YEAR CELEBRATION INCANOMARY COLUMN Michael W. Smith	16.91 DV
y participant	said radio promo-		-	ONE OF CAUSE CORRESPONDED CONTRIBUTIONS MICHAEL Jackson	19.98 DV
hould be plays marketing ca	ed up in Latino-ori- mpaigns. "Latinos			GREATEST HITS 1921-1927 • CHARMA MADE VISIO SOUTHWARD CHARMAGON SIGN	24.98.09
21 hours list	ening to radio per or the general pop-		-		
n," said Rita B	oyadjian, co-presi-	2	7	RUSH IN RIO 4.1 ANTHORNOS VISION VICEOLARIVERAL BASIC & VICEO DIET «1989 PAULIS	29 98 DV
	arketing Solutions. that in addition to	Jh 2	4	THE CENTRAL PAUX CONCENT ANNABOLISATION OF SECURITY DESIGNATION OF SECURITY OF	24.98 DV
d marketing	campaigns, retail- attention to Span-	D 2	8	TRIBUTO AL AMOR (AMERICA LETHORAGONITHAL MADICA VOCIDET THAN LOS Tempranios	17:58 CD/5
duade custor	mers.	а 3	1	PLOADISM "LIVE" CHAMMORES CREAMMORES HOME INTERNAMENT BRICK FLORBY	18.98 CD4
ng Spanish-k	le obstacle we face inguage product at	. 3	6	JOSH GRORAN IN CONCERT & "However water restrictions water rost-less Josh Grobers	27 5H CD/1
said Peter Sta	addon, senior VP of tieth Century Fox	1	2	THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEO MAKE OUTS AT THE VIDEOS • AVESTA RECORDS INC. FINEL VIDEOS • AVESTA	16.98 DV
Entertainme	nt. Getting retail-				BACOC
the door, he:	ect is an important said.		-	THE HEST OF JUST PERMINENTLY DOWN E-WIDL SWILLE MINIORD INCOME HELTON Jet'l Foreverthy	
DVD releases	of American films, aportant to include	. 3	+	ALL ACCESS PASS. 4.7 - GLANCE RESIDENCE VENEUR VITAMOR EXTRAMENTAL HISTORY DUST	3.96 DV
anish audio o	in the mainstream	2	9	TALES OF A LIBRARIAN: A TON AMOS COLLECTION ALARTCHISE DIM TOT ACTION	15.56 CO/1
te SKUs."	tailers don't want	py 3	0	ME AND SHADE THE METHOD IN CHILD THE HOUSE AND HOUSE THE TEXT OF THE STREET AND T	25.30 CD/
conference	was produced by eration with Digi-	10 3		USE AT THE GAMES OUTSPICE AUDITORISM ← PICKAGE GRASSPICAL MICENSTRANCE SEET. Rage Against The Machine	14.98 DV
wore ill coop	t Group and The		_	to sales of 2500 with the view profess • 1934, grid cert, for sales of 25,000 with the 12 is of makes The results • 1944 statement were the sales of 25000 with 1976 of 15 milesco Back plant of 1972 of 15 milesco Back plant of 1972 of 1970 with 1970 of 15 milesco Back plant of 1972 of 1970 with 1970 of 19	A platinum or BEFunior for SI 2004, VALUE Bu

~	27	Billboard TOP DVD	JAL	=	)
		Sales data campiled by Nielsen VideoScan			
LASTWILK		TITLE LASEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	AMTING	PRICE
		(首: NUMBER 1 (首:	2 Works At Number 1		
1	E	SPY KIDS 3: GAME OVER WALT BOND HOME INTERNALINE BUDGE WITH HOME DISTRIBUTION TONG	Antonio Banderas Sylvester Stallone	PG	29.98
Ï		SCHOOL OF ROCK (WIDESCREEN SPECIAL EDITION)	Jack Stack Joan Cusack	PG-13	29 56
Ī	i,	SCHOOL OF ROCK (PAN & SCAN SPECIAL EDITION)	Jack Black Joan Cusack	PG-13	29 54
Ī		COLD CREEK MANOR MALT DIGHT FRAME CYTETH HANDON THETH HOUSE DEPOSITION HAND THE	Dennis Guald Sharon Stane	R	20.50
Ī	.,	GOOD BOY (SPECIAL EDITION)	Lism Alken Molly Shannon	PG	20 50
2	ľ	THE LION KING 1 1/2  WALD DISTANCE OF STREAMS IN SUPPLY VICENCE OF STREAMS AND A STREAM VICENC	Animated	6	29.50
Ī		DUPLEX VIS. DOINT FORM SHITTEMBERTH TRUBBLESCO HOME DETINATIONS AND	Ben Stiller Drew Barrymore	PG-13	23 5
Ħ		LOONEY TUNES: BACK IN ACTION (PAN & SCAN)	Brenden Freser Jeona Fiffman	PG	27 54
3	T	MISSING (WIDESCREEN SPECIAL EDITION)	Tommy Lee Jones Cate Blanchett	B	28.96
i		CHAPPELLE'S SHOW SEASON ONE	Dave Chappelle	NR	28.50
ì		STARGATE SG-1 (SEASON 6)	Pichard Dean Anderson	NB	89 SI
2	I	RUNAWAY JURY (WIDESCREEN)	John Cuseck Gene Hackman	PG-13	-
21	f	RESERVOIR DOGS: SPECIAL EDITION	Gene Hackman Hervoy Keitel Tim Roth	B	14.56
A .	H	MISSING (PAN & SCAN SPEICAL EDITION)	Tim Roth Tommy Lee Jones Cate Blanchett	B	26 98
	L	LOONEY TUNES: BACK IN ACTION (WIDESCREEN)	Cafe Blanchett Brendan Fraser Jenna Elfman	PG PG	27 96
15	ř	LOST IN TRANSLATION (WIDESCREEN)	Jenna Elfman Bill Murray Scarlett Johansson	R	41111
	ŀ	DAMACNE 240002 HOME NORO TIED	Scarlett Johansson	-	25.96
21	-	BARBERSHOP MONING PETETAMENENT IDETER FINDING NEMO	Arimsted	PG-13	-
15		SINCT DISNEY HOME SYSTEPS AND IDNESS SUBMAY TO SHOOM EDITORS AND AND THE STORY		G	24.90
20		PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PERSON TO SHAT HOME ON THE BLACK PERSON	Onanse Bloom	PG-13	-
5		MATCHSTICK MEN (PAN & SCAN)	Nicolas Cage Sam Reckwell	PG-13	-
	10	LEGALLY BLONDE MOUNDED INTERNATIONAL SHEETS	Reese Witherspoon	PG-13	14.90
12	L	RADIO COLUMBIA TRICTARIAGE INTERFAMENTALIS	Dubu Gooding, Jr. Ed Härris	PG	28.98
6	L	MATCHSTICK MEN (WIDESCREEN) MATCHSTICK MEN (WIDESCREEN)	Nicolas Cage Sam Reckwell	PG-13	27.56
13	-	SECONDHAND LIONS NOW UNK HOME ENTERTWHENEY MOME WITH MICH.	Michael Caine Robert Duxoff	PS	27.9
15		RUNAWAY JURY (PAN & SCAN)	John Cusnck Gene Hackman	PG-13	27,56
14		OPEN RANGE HAZI SORD HOME (MEROMANINE BURNA VICEA HOME ENTERTAINMENT 2006)	Kevin Costner Robert Duvail	R	29 90
		QUIET MAN (COLLECTOR'S EDITION) AFFGAN HOME SHIEFMANISH 1928	John Wayne Mauroon O'Hara	NR	14.90
		WHEN HARRY MET SALLY	Billy Crystol Mag Rynn	R	14.30
16		UNDER THE TUSCAN SUN (PAN & SCAN)	Dinne Lane	PG-13	29.91
	Ė	CAST AWAY ROYOCOSTM	Tom Hanks Helen Hunt	PG-13	14.98
Ī		NATIONAL LAMPOON'S VAN WILDER (RATED)	Ryan Reynolds Tara Reid	R	19.96
Ī		MOULIN ROUGE after CLASSIGN FOR AS MIS	Nicole Xidman Ewan McGregor	PG-13	14.90
Ī		YOURS, MINE AND OURS	Lucitle Balt Henry Fonda	NR	14.98
9		NFL: SUPER BOWL XXXVIII	Not Listed	NR	24.96
		THE LORD OF THE RINGS. THE TWO TOWERS EXTENDED EDITION (WIDESC	REEN) Elijah Wood Ian McKellen	PG-13	39.98
22	T	ONCE UPON A TIME IN MEXICO	Antonio Banderas Johnny Depo	R	28.90
27		TITANIC PRICADONAL POINT (EXTERNAMENT 1902)	Leonardo DiCaprio Kata Winsiel	PG-13	14.96
24	17	INTOLERABLE CRUELTY (MIDESCREEN)	George Clooney Cathenine Zeta-Jones	PG-13	
F	E C	STARSKY & HUTCH: COMPLETE FIRST SEASON	Catherine Zeta-Jones Paul Michael Claser David Soul	NR.	49.90
	120	COLUMBIA FRESTAN HOME SYSTEMANIENS EXIST	David Soul	- ren	*0.8

		14	Billboard® TOP VHS	) JAL		THE	
	AST WEEK		Sales date compiled by Nielsen TITLE VideoScan LABBUDISTRIBUTING L	Principal Performen	WEAR OF MELLEASE	MUNIC	MIC
١	-			Weeks At Number 1	> 0	-	-
	1		THE LION KING 1 1/2 MILL DESIGN FOR SYSTEMATIC STREET, MILL DESIGN FOR STREET,	Animaled	2004	G	24.9
ī	2	В	SPY KIDS 3: GAME OVER	Antonio Bandoras Sulvester Stallone	2003	PG	24.9
	N.		GOOD SOY	Liam Alken Motiv Shannon	2003	PG	24.9
	21	В	DORA'S EGG HUNT	Dors The Explorer	2004	NR	9.9
	Т	-	LOONEY TUNES: BACK IN ACTION	Brenden Fraser Jenna Elfman	2003	PG	19.5
	3	ō	DORA THE EXPLORER DORA'S PIRATE ADVENTURE	Animated	2004	NR	9.9
	5		FINDING NEMO mici Osati roud distributent sucha vista nom sattificanant auch	Animated	2003	G	24.5
	4	T.	UNDER THE TUSCASSION STATE OF THE TUSCASSION OF T	Diane Lane	2003	PG-13	24.5
	6		SECONDHAND LIONS	Michael Caine	2003	PG	22.9
	A		SPONGEBOB SQUAREPANTS - THE SEASCAPE CAPERS	Robert Duncal Animated	2004	NR	99
	11		PRIATES OF THE CANDEBEAM THE CURSE OF THE GLACK PEAR	L. Julion Street	2003	PG-13	241
	7		OPEN RANGE	Orlando Bloom Kevin Costner	2003	R	24.9
	0		WHICH DISHER HOWE DATESTAMMENT SECONA VISTA HOME SATERTAMENT CHIES  SHIREK	Robert Duvall Mike Myers	2001	PG	195
	16		DORA THE EXPLORER - RHYMES AND RIDDLES	Eddin Murphy Animated	2003	NR	9.5
	13		SEABISCUIT	Jeff Bridges	2003	PG-13	22
			COYOTE UGLY	Tobey McGuire Pear Parabo	2000	PG-13	0.0
	10	-	EVER AFTER: A CINDERELLA STORY (REPACKAGED EDITION)	Adam Garou Drew Burrymore	1998	PG	6.9
	16	-	FREAKY FRIDAY	Argelica Huston Jamie Lee Curtis	2003	PG-13	-
	14	÷	BILLY BLANKS' TAE-BO CARDIO	Lindsoy Lohan	2003	NR	19.5
	14	낽	TOMBSTONE	Billy Blanks Kurt Russell	1993	R	9.9
		-	REMEMBER THE TITANS	Val Kamer			
	-	7	BELT COM HOME DETERMINENT BEGIN VICTA HOME DETERMINENT TITLS  CITY OF LOST TOYS	Denzel Washington	2000	PG	9.9
	19		THE LION KING (PLATINUM EDITION)	Dora The Explorer	2003	NR	12.9
	17		THE METHOD PILATES: TARGET SPECIFICS	Animated	1994	G	24.9
	24		CUMMENT WELLINESS 30MD	Not Listed	1999	NR	12.9
	20		RUGRATS GO WILD	Animated	2003	PG	19.9

MAR X		Billboard TOP VIDEO RENTALS	·
15	MIN	TITLE Previded by Home Video Essentials. © 2004 Records Consenses All types Reserved Principal LABEL/DISTRIBUTING LABEL & NUMBER Performers	MTW
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		DUPLEX Ben Stiller Aut 2000 House Exceptionatest Business Visit Annie Districtional Visite Drew Santamore Drew Santamore	PG-
		GOOD BOY LIAM ARKET MONEY TO THE TRANSPORT HOSE Molly Startings	PG
	4	RADIO Cuba Gooding, Jr. CC) ANN A THICLEAN HOUSE (INTERLANDENT SETS) Edit Habrillo Edit Habrillo	PG
	6	SECONDHAND LIONS Michael Came Robert David	1 00
		LOONEY TUNES: BACK IN ACTION Brenden Fraser	PG

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	s		PS2-TRUE CRIME: STREETS OF LA	Activision	ħ
	6	0	XBOX-JAMES BOND 007: EVERYTHING OR NOTHING	Electronic Arts	7
	7		PS2-TONY HAWK'S UNDERGROUND	Activision	,
	8	-	PS2-MEDAL OF HONOR: RISING SUN	Electronic Arts	
	10		PS2-MANHUNT	Take 2 Interactive	,



## 



UNITED KINGDOM / EUROPE / ASIA / JAPAN / AUSTRALIA / AFRICA / CANADA



## **Newcomer Claims Lion's** Share At Echo Awards

BY WOLFGANG SPAHR and EMMANUEL LEGRAND

BERLIN-German labels are seeing cuttingedge A&R pay off in a country where musical conservatism often appears to be the norm.

When rock act Wir Sind Helden triumphed in three categories at the annual German music industry Echo Awards March 6 in Berlin for its debut Labels/EMI album, "Die Reklamation," the label saw it as vindication of a risk-taking A&R policy.

"Originality and greatness usually don't get recognition (in Germany)," says Berlin-based Christof Ellinghaus, managing director of the German arm of EMI's Labels division. Labels specializes in left-of-center repertoire, mostly from indie imprints.

"A&R here is [generally] driven either by the desire to reach the mainstream or by TV shows. Ellinghaus claims, "It is not artist-driven A&R."

FROM OUTSIDER TO WINNER'S CIRCLE Wir Sind Helden won in the new talent,

national radio new talent and best video (for the single "Müssen Nur Wollen") categories. Labels/EMI also won the Echo for best marketing campaign for its work on the band. The group was nominated in the best national rock/non hand category but lost to Pur (EMI). Ellinghaus suggests that Wir Sind Helden

stands out because "they are the 'cool cats' who did not want to play the mass-media game and conform to the rules of the mainstream. Despite such "outsider" status, the album has

(Continued on page 56)

## **SNEP Digital Delivery** Choice Causes Stir

Joint Venture To Service Tracks To Radio

BY JAMES MARTIN

PARIS-French labels body SNEP has chosen a company with no track record in the field to digitally deliver its members' promotional titles to radio stations.

The decision has been met with surprise by the other contenders for the contract

At the end of 2003 SNEP requested bids for a single "promo-to-radio" service that could be used by all its members. Three companies submitted proposals.

SNEP's board has now picked Live Network, a joint venture between Paris-based chart compiler TITE Live and technology firm Apach Network, to not the new service. Médiadiscuse The service will digitally deliver SNEP members' music direct to broadcast ers at a set group price. It will be SNEP's sole rec-

ommended delivery service for promotional titles. Peter Murray is CEO of one of the unsuccessful contenders. Luxembourg-based Grandlink Media. He describes the SNEP decision as "dubious" and "a massive sten backward" in technological terms. SNEP declined to comment. Live Network currently handles the digitization

and management of streamed musical extracts for ebay fr and amazon fr. However, it has yet to fully develop the Médiadisque system and no date has yet been set for the

launch of the new service. TITE Live collects and manages data on all types of cultural products and compiles the official music sales charts in France for

SNEP in tandem with market research company IFOP. Grandlink specializes in supplying media companies with content via satellite. Murray says he considers the Internet-based transmission

Y- CALLS SHEE proposed by Live Network to be less secure and efficient than Grandlink's system "Over 50 French radio stations," including leading top 40 network NRJ, have "openly declared

their total satisfaction with Grandlink Media." according to Murray. (Continued on page 57)

## Sanremo Future Unclear

Italian Festival Still In Flux After Most Controversial Year Yet

#### BY MARK WORDEN

MHAN-The two sides involved in the bitter divorce that cast a cloud over the 2004 Sanremo Festival might vet kiss and make up in time for next year's edition.

For more than 50 vears. Sanremo has been the key event in the Italian music industry calendar.

Universal Music Italy president/CEO Piero La Falce says that the major offered "limited cooperation" to the festival organizers this year, despite a boycott by labels body

FIMI-of which Universal is a member-after a dispute about out-

standing expenses, "We don't think it's in anybody's interests to bury the festival," La Fake says, "especially with the market in its current state. I also wanted to keep a line of communication open for the future." Veteran Italian singer/songwriter Tony Renis was appointed artistic director of the 2004 event in October 2003. He suggests that the decision to stay away by the majors may yet "boomerang" upon the labels concerned. "Nevertheless," Renis

says, "I hope the quarrels will end quickly, so that whomever has to ordanize next year's festival will have more time to do so.

Sanremo has regularly made newspaper headlines here in recent years, but the 54th edition (March 2-6) was the most controversial vet. FIMI's withdrawal was

motivated by what it said was RAI and the City of Sanremo's failure to reimburse labels for expenses from previous years (Billboard, July 19, 2003). FIMI's members represent an estimated 90%

(Continued on page 57) 53

MARCH 27 Billboard®	HITS OF	THE WO	RLD 🍩
JAPAN	UNITED KINGDOM	FRANCE	GERMANY
Operation current Inc. (1911th	THE OFFICIAL DIX CHARTS CO I ESTIMA	S COMPANIENT ENVIRONMENT	1966
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2 NEW PIECES WINDS PONY CANYON 3 2 YASASHIIKISS O SHITE DEANS COM TRUE UNIVERSAL.	2 1 TOXIC BRIDEY SPEAKS JIN STREET LOVE U JAMES LOVE U JAMES LOVE U JAMES LOVE LOVE U	2 2 SHUT UP BLACK FID PEAS INTERSCOPE 3 4 SUPPRISTAR JAMELIA PALISPONE	2 1 JUST ONE LAST DANCE SAME CONSTITUTION OF C
4 1 HITOMI NO JYUNIN	3 MYSTERIOUS GIRL	4 S TU SERAS EMMA DAUGHUS POLYDOR	4 3 MAD WORLD MICHAEL ANDREWS FT GARY JULES ADVENTURE SANCTUARY
5 14 SAKURA WARMER MARKET MARKET	5 NOT IN LOVE	3 COMME DES CONNARDS	4 TURN ME ON
4 JUPITER ANEA OMEA MUSIC 7 5 MICHISHIRUBE ORANGE ALMES SON'S MUSIC	6 NEW HEY MAMA INTERSCORE 7 6 THANK YOU	6 NEW ETERNELLEMENT 7 15 MODERN TIMES	5 TOXIC SERVED OF TOXIC SERVED
8 NEW HIYASHINSU	THANK YOU MAIN PALEPHONE  THANK YOU MAIN PALEPHONE  RED BROODED WOMAN	8 9 TANT PIS	7 7 SUPERSTAR MAIN PARCY PROME 8 11 POWERLES (SAY WHAT YOU WANT)
9 7 HANAMIZUKI	9 4 AMAZING	6 UNE FILLE COMME MOI	9 NO ETERNITY
10 11 SAKURANBO AUDISIRA CRUMBIA	10 7 DUDE MEAN THE THOSE WARRY	10 14 TURN ME ON REVNETTLE ACAMITE	10 10 BEHIND THE SUN
1 NW EVERY LITTLE THING	. VATIE MELLIA	1 LES ENFOIRES	1 NORAH JONES
2 1 QUEEN	2 NORAH JONES	2 2 KYO LEDHAM JIVE 3 3 NORAH JONES	7 WIR SIND HELDEN OR HISAMATION HIGH 3 2 YVONNE CATTEMEELD
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2 JYOSHI JUUNI GAKUBOU	5 NW LIONEL RICHIE	5 7 YANNICK NOAH	5 NEW CHRIS DE BURGH
6 4 LOVE PSYCHEDELICO	6 NEW HARRY CONNICK JR. 7 NEW ENGLEBERT HUMPERDINCK	6 8 BENABAR	6 15 NELLY FURTADO POLICIES DICK BRAYE & THE BLACKBEATS
7 6 AYAKA HIRAHARA DOYSEY DEL MUSIC 8 3 CHEMISTRY	8 4 JAMELIA THANK TOU PARLOPHONE	7 6 CORNELLE MICHAEL B S SANSEVERINO USANT SERVICE SANSEVERINO USANT SERVICE SANSEVERINO USANT SERVICE SANT S	8 8 JOSS STONE
9 5 DREAMS COME TRUE	9 3 ZERO 7	9 4 MINOSSEC	9 5 NORAH JONES
10 11 SOUNDTRACK	10 10 WILL YOUNG	10 10 EVANESCENCE FALLEN WARD-LUT-RPC	10 3 BAP DAME CAPTER
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3 3 MEME LES ANGES	3 1 AMAZING IPE	3 4 THE UNNAMED FEELING EP	3 2 WHAT ABOUT ME
4 2 HEY YAI BUTELIUMS	4 MY IMMORTAL	4 3 NI UNA LAGRIMA MAS	4 6 TURN ME ON
5 5 SOMETHING MORE BYAN MALCOLIN YICOMO 4 SUNRISE	5 6 TURN ME ON BONGETTEL ATTACHME 6 5 FUORI DAL TUNNEL	5 5 LOS LUNNIS NOS VAMOS A LA CAMA 6 6 MY IMMORTAL THANSCRUE WHO PERME	5 5 MILKSHAKE 6 8 AMAZING
5 SUNRISE BUY NOTIZEM 5 BABY BOY BETONCE PLATITIONS SEAN PAUL COLUMBRAGINY MUSIC	5 FUORI DAL TUNNEL 5 AN AIZA COMMINISTRA	7 NEW CUANDO ZARPA EL AMOR	6 6 AMAZING GEORGE MICHAEL EPIC 7 3 ALL I NEED IS YOU
5 SUNKISE	8 MW L'UOMO VOLANTE	8 NEW ONLY IF I	8 NEW THE WAY YOU MOVE
9 7 PERFECT	7 TOXIC SECURITY SPEAKS JOY STATE OF THE SHADOWS ST	9 8 RED BLOODED WOMAN 10 9 ARRE TU MENTE	9 7 MY IMMORTAL INMESCRIC WIND UPPER 10 11 SO BEAUTIFUL
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4 3 JOSH GROBAN	4 4 MICHAEL BUBLE	4 LOS LUNNIS	3 1 SHANNON NOLL THAT'S WHAT IN TALKING ABOUT BING 4 4 EVANESCENCE
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SPERIOREGENERATIVE CONTROLLOW ARCETA, 0000	CONCERTS BONY MUSIC	EUPHONE WYERSCOPE	WARTS THAT SOURCE MAJOR FROM STEELINGS FOR THAT STREETING TO CORNEL.
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SINGUES 1 VOORBIJ MARED BOWLERD & BOD PRETTOR	9 F**K IT (I DON'T WANT YOU BACK)	SINGLES 1 TOXIC SECRET SINE	SINGUES  1 A KISS GOODBYE
2 DREAMER/GUSSIE'S SUNG	THE QUIET PLACE IN PLANE INCLINE BLAST DING DONG SONG	2 MY IMMORIAL	2 3 SUPERSTAR
3 RAMAGANANA TIERLE CRI 4 5 STUCK ON YOU	DING DONG SONG SENTER ETTE STREETS METERMONE TOXIC BITINITY SPEAKS LINE	3 3 BEHIND BLUE EVES LISP ROZET INTESCOPE 4 4 SHUT UP BLUE TYD PLAS SYTERCOPE	3 4 SHUT UP EULCE VYTO PLAS INTERSCOPE 4 6 TO XIC SMITHET SPEAKS JAVE
5 6 SUPERSTAR	5 2 BOTTON TO OCH RUM	5 S SWEET DREAMS MY L.A. EX	5 5 TURN ME ON
ALBUMS  NORAM JONES PELS LIST MOME BLUE MATE	ALBUMS 1 NORAH JONES 1 TELS UR PORT GUE MORE	ALBUMS 1 VARIOUS ARTISTS 01STNEAMER AN ROCKETH EMB	ALBUMS 1 NORAH JONES
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Hits of the World is compiled at Billboard/London.	STANGAS BANDAN	POF ART - YRK HETS "FARLEPHINE	ELEPHONIC INTERSCOPE
its of the World is compiled at Billboard/London.			NEW = Naw Entry RE = Re-Entry





5 DIDO

10 YVONNE CATTERFELD

13

11

24

17 BRITNEY SPEARS

16 THE DARKNESS

12 IN THE SHADOWS

14 GOD IS A DJ

15 BEHIND BLUE EYES

10

25 YEAH

20

UMGLES

SUPERSTAR

DREAMING

SUGA SUGA

ALBUMS

STERIOGRAM

SCRIBE

BACK IN THE MUD

NORAH JONES

HAYLEY WESTENRA

BLACK EYED PEAS

CZECH REPUBLIC

CHINASKI

MICHAL DAVID

KAREL GOTT

LUCIE BILA

121

DANIEL LANDA

EVA OLMEROVA

KAREL SVOBODA

MARIE ROTTROVA

JAROMIR NOHAVICA

F\*\*K IT II DON'T WANT YOU BACK

KATIE MELUA

LIONEL RICHIE

WIR SIND HELDEN

DANIEL O'DONNELL

OUTKAST

JAMIE CULLUM

LES ENFOIRES

NO DOUBT

LEANN RIMES

SHUT UP

SUPERSTAR

IT'S MY LIFE

HEY YAI

TOXIC

TURN ME ON

AMAZING

LIFE FOR RENT

TOO LOST IN YOU

RED BLOODED WOMAN

PARCE QU'ON VIENT DE LOIN

POWERLESS (SAY WHAT YOU WANT)

TAKE ME TO THE CLOUDS ABOVE

LEFT OUTSIDE ALONE

OOMPHI HAMMET GUN SUPERE

STARTING OVER: Ireland's Cathy Davey came to attention last year singing on "Grace Under Pressure, the sophomore set on V2 from British prog-rockers Elbow, Now, V2 is set to issue the debut sala release from the 25-year-old, whose songs reference PJ Harvey, Biörk and a young Kate Bush. The EP "Come Over" appears

IVEY: EP WILL PREVIEW FULL ALBUM

in April as a prelude to her first full album in May, recorded with Blur/ Elbow producer Ben Hillier during a seven-week stay at Rockfield Studios in Wales during the heatwave of summer 2003. Davey made the most of Hillier's selection of ancient analog equipment, including old Russian microphones and antique synths. "It was pretty unorthodox," Davey says. "We'd put the mic in the middle of the courtyard and record with the doors open, so we got a lovely, deep,

faraway sound." MAGALI WILD TITANIC TWOSOME: It's been billed as "the clash of South London's hip-hop titans." Ty and Roots Manuva. two of

heard on Ty's album "Upwards" (Big Dada Records), "My father used to say, 'Son, you're not supposed to Ty says "When you understand that, you understand everything." He has become a winner anyway: "Unwards" was voted album of the year in 2003 by DJ magazine as well as album of the year by listeners of Gilles Peterson's "Worldwide" radio show on BBC Radio 1 "Oh II Want More?" is issued as a single in April.

RADICAL HIT: It's proving to be a good year for the Modena City Ramblers, a vibrant eight-piece that resembles an Italian version of Chumbawamba. The act's radical protest sonds have been a feature of Italy's alternative scene for a decade, Its album "Viva la Vida! Viva la Muerte!" (Black Out/Universal) is currently on the charts, while the hand gained attention for its appearance at the first edition of the Mantua Festival March 2-6 an "anti-festival" ordanized by left-wing politician Nando Dalla Chiesa to compete with the more famous Sanremo Festival, Paolo D'Alessandro, Universal Music Italy's recently appointed divisional director. is delighted that the album has been in the Italian top 30 for two months: This is an encouraging sign that shows that if you put quality music out there, people will buy it,

TURKISH HERO DIES: Turkey is mourning the death of the country's biggest mck phenomenon Cem Karaca whose career spanned almost four decades. Singing with 1970s bands such as Apaslar, Kardaslar, Mogoliar and Dervidan, he was dubbed a "Turk ish Boh Dylan" for his radical left-wing songs and was forced into exile in 1979, immediately before the Turkish military seized power. Karaca was ordered to return to face a trial but remained in Germany until 1987, when he returned under a new government. In recent years, Karaca used his music to campaign for a peaceful coexistence between Turkey's secularists and Islamists. He died of a heart attack

Feb. 8 at age 58. The funeral was

shown on Turkish TV

## COMMON CURRENCY

A weakly scorecard of allows simultaneously attaining too 10 chart status ARTIST USA JPN UK GER FRA CAN SPN AUS ITA NTH 7 10 6 8 3 5

BILLBOARD MARCH 27, 2004

TOXIC

MILKSHAKE

MYSTERIOUS GIRL

HEY MAMA

KATIE MELUA

NORAH JONES

GREECE

JACUZZI WINA KELINATA AUNI

MY IMMORTAL

NORAH JONES

JOSS STONE

EVANESCENCE

SCHILLER

ANAPANTITES KUSIS/TRELI KARDIA

THU THUCA

LEANN RIMES

NORAH JONES

CHA CHA SLIDE

## Canadian Duo Taima Draws NEWSLINE On Inuit, French Culture

BY LARRY LEBLANC

TORONTO-Canadian folk duo Taima wants to share the passion of its cultures with a global audience.

Inuk singer/cinematographer Elisanie Isaac and French-speaking guitarist/film composer Alain Auger released their self-titled album Feb. 24 on Montreal-based indie label Fullspin Music. distributed in Canada by Distribution Fusion III.

"Our goal is to travel all over the world and to present our music to other cultures," says Auger, 33.

#### **EXCEPTIONAL START**

Strikingly, the album-with songs in English, French and Inuktituthas scanned 3,300 units within two weeks of release, according to

Nielsen SoundScan Taima was also profiled nationally in a 13-minute documentary on CBC-TV's "The National" March 12

"I can't remember anything quite like this," Distribution Fusion III president Jim West says. "I'm so happy the group is catching on. It's a gorgeous album.

Since 2002, Taima (pronounced "tie-ma") has performed extensively in Canada and will tour nationally here this summer. The duo recently anpeared at the Festival les Deferlantes Hivernales de Pralognan-La-Vanoise in France. It will perform at the Glastonbury Festival in England in June

Auger says, "I'm not surprised with what's happening, because we had such a vision with this album."

Produced by Michel Pépin at Studio Frisson in Montreal, the album was greatly inspired by the atmospheric productions of fellow Canadians Daniel Lanois and Pierre Marchand,

Auger and Isaac wrote all but one of the album's 11 tracks: celebrat-



ed French Canadian storyteller Fred Pellerin collaborated with them on "Silence."

The Inuktitut expression from which Isaac and Auger took their name loosely translates as "Enough, It's over, Let's move on." Their song "Inuu-siyunga" sneaks about the will to live and the revival that spring can bring.

"Remaining for You" conveys a message from a woman to her father on the day he dies, and "Les Voyages," inspired by the migration of wild geese to the north, reflects Isaac's own personal explorations.

"Audiences have been touched by our songs," 27-year-old Isaac claims. "Even when they don't understand the Inuit lyrics, people will cry listening to 'Ilunnut.' " (The title translates as "Into

"It's not a roots album. Of course, there's a touch of folk there," says Isaac, an admitted fan of Cowboy

Junkies' Margo Timmins. Isaac and Auger were introduced by a mutual friend at a photo exhibit in 2000. When Auger later heard Isaac's six-song demo, he realized he had found the singer he had been seeking. Isaac was

equally impressed by Auger's music. Auger was born in Rouvn-Noranda, in the Abitibiti region of northern Quebec.

He moved to Montreal in 1989 to study jazz guitar and Latin percussion. After his studies, he played in various bands, performing in jazz, blues and Latin styles He has composed more than a

dozen movie scores, as well as music for TV and theatrical productions The child of an Inuk mother and a father from Newfoundland, Isaac was adopted at birth by an Inuit family

and raised in Salliut, Nunavik, which is Quebec's Inuit territory. She left Nunavik in 1999 to study communications in Montreal. Two years later, she won the Nation-

al Film Board of Canada's First Nations Filmmaker Award. The honor included a one-year National Film Board internship and a grant of \$200,000 Canadian (\$150,000). The opportunity allowed her to

direct the documentary film "Si le Temps le Permet," detailing the difficulties that today's Inuit face adapting their traditional heritage to modern culture.

Warner Music Benelux has laid off four of the 16 staffers at its Brussels office and seven of its 38 employees at its Hilversum headquarters in the Netherlands. The moves are part of parent Warner Music Group's global restructuring (Billboard, March 13). Four local Warner signings-Novastar and Gary Hagger from Belgium, plus Dutch acts Krezip and Ilse De Lange-have been dropped in related roster cuts, Hilversum-based managing director Albert Slendebroek helms Warner Benelux.

Italian digital music company Buonglorno Vitaminic is aiming to offer the world's largest digital music catalog by the end of this year. The company formed in 2003 when financially troubled Vitaminic-an early leader in digital music services-merged with Italian interactive mobile-service provider Buongiorno. The Buongiorno Vitaminic catalog currently contains 400,000 tracks from 1,500 labels, available to consumers through international partnerships with telecom companies and media groups as well as through the company's own Web sites. CEO Andrea Casalini says Buongiorno Vitaminic aims to add 250,000 more tracks during 2004.

Tower Records Japan is taking over the 30-store Wave music chain in a stock-swap deal with the latter's Tokyo-based parent, property and retail conglomerate Parco. Effective mid-April, all of Wave's outstanding debts will be transferred to Tower, which will increase its capital by allocating third-party shares to Parco of the same value as the Wave shares transferred to Tower. In May 2002, Tower Records Japan was sold to Nikko Principal Investments Japan, a wholly owned subsidiary of securities company Nikko Cordial. Nikko says it plans to make a public offering of Tower shares, although no schedule has been set yet.

The British Phonographic Industry has confirmed that director general Andrew Yeates will exit at the end of April.

News of Yeates' departure emerged last month (billboard.biz, Feb. 17), The London-based labels body says the move is part of "a significant restructuring," and the director general post will be discontinued. Yeates has held the role since July 2000, after spending one year as the BPI's legal affairs director. BPI execu-"As the industry continues to face a period of

tive chairman Peter Jamieson describes him as "a great force for modernization," Yeates has yet to announce his future plans but says: change. I believe there will be an ever-sharper focus on the important role played by the BPL"



Female pop artist Ayumi Hamasaki (Avex) was named domestic artist of

the year at the Recording Industry Assn. of Japan's 18th annual Gold Disc Awards ceremony, held March 10 in Tokyo, The awards are based on net shipments for the period Jan. 1-Dec. 31, 2003, Hamasaki-who won the same award at the 2001 and 2002 Gold Disc ceremonieswon on the strength of shipping 4.5 million units (albums and singles) during that period. Chinese pon/traditional crossover act 12 Girls Band (Platia Entertainment) won the international artist of the year honor. There were 10 winners in the best new domestic artist category and five in the best new international artist category. The latter included Russian female duo T.a.t.u. (Universal Music K.K.) and Jamaica's Sean Paul (Warner Music Japan). The ceremony was broadcast live nationwide on NHK satellite TV. STEVE McCLURF

Warner Music International has entered a deal to sell ring tunes through T-Mobile International, the cell-phone arm of German telecommunications giant Deutsche Telekom. WMI will make more than 200 ring tunes (also known as "real tones" and based on original master recordings) available to T-Mobile's 44 million customers in the United Kingdom, Germany, the Netherlands and Austria. In the United Kingdom, individual ring tunes are being offered for £4 (\$7.30) each. Availability dates in other markets have yet to be finalized, and prices will vary in each country. T-Mobile already has a similar contract in place with Warner Music Group in the United States and has Pan-European agreements with Universal Music International's wireless unit, Universal Mobile, and Sony Music Entertainment. JULIANA KORANTENG

## **Echoes**

Continued from page 53

shipped more than 300,000 copies in Germany, according to the label Having unsuccessfully submitted demo recordings to labels across Germany, the Berlin-based band financed its own EP, "Guten Tag," in 2002. When that began getting airplay, it drew attention from those who had

previously turned the act down. "I contacted them." Ellinghaus recalls, "and I think they were interested because I had a different attitude."

The German arm of Labels launched under Ellinghaus' supervision in October 2000. He owns Berlin-based indie label City Slang, which is now affiliated with Labels

EMI Recorded Music Continental Europe president Emmanuel de Buretel says the launch of the Labels operation in Berlin came about because he came to the conclusion that [EMI] had a problem of structure in Germany."

EMI Recorded Music Germany is based in Cologne, with Virgin located in Munich. "We had no presence in Berlin," de Buretel explains, "and I also needed a structure to develop an alternative to mainstream A&R." De Buretel says that the success of

Wir Sind Helden proves that "there is creativity in Germany, that there are interesting artists. Wir Sind Helden was not the only

newcomer to claim an Echo Award; Hamburg-based band Wolfsheim. signed to Hamburg indie label Indigo. also won the best alternative national

CELEBRATION 'NECESSARY' The success of Wir Sind Helden comes amid one of the worst crises ever experienced by the German music industry. According to local estimates. the industry's revenue has halved in the

But label executives at the Echo Awards were putting on a brave face. "Things are looking up again," International Federation of the Phonographic Industry Germany chairman Gerd Gebhardt said in his opening address Cebbardt also chairs national labels body BPW and the German Phonographic Academy, which organizes the Echo Awards. Boris Löhe, managing director of Sony Music Germany's domestic

division in Berlin, agrees with Gebhardt, "It is precisely in times of crisis that it is important and appropriate to celebrate and praise artists' successes," Löhe says. "Ultimately, the evening stands and falls with the quality of the artists

The Echo gala took place in front of an audience of 4,500 at Berlin's International Congress Center. The event was broadcast with a delay "as live" March 6 by commercial TV channel RTL. At its peak, the show attracted 5.8 million viewers, falling short of the previous year's peak figure of 6.34 million viewers.

Echoes were awarded in 26 categories. Other than some sales-based awards, members of the Phonographic Academy chose the winners. EMI and its acts picked up seven Echoes; BMG and Universal collected five each.

## Global

### Sanremo

Continued from page 5

of annual sales in the Italian industry. The body has also been concerned by the event's failure to act as a major sales booster each March.

The televised show traditionally attracts an average nightly audience of around 10 million viewers during its five-night span and generates substantial revenue for state-owned broadcaster RAI and the city of Sanremo.

However, in recent years the festival has been viewed by the record industry here as doing very little for business at a time of crisis. (According to FIMI, the trade value of recorded music shipments here dropped 7.69% in 2003 compared with 2002.)

RAI and the Sanremo authorities continued discussions with FIMI through 2003, but negotiations broke down in November, when RAI announced it would no longer televise FIMI's Italian Music Awards (Biliboard Bulletin, Nov. 4, 2003).

Those awards, scheduled for Nov. 28, eventually took place Dec. 15 and were televised live on national commercial network Italia Uno.

Adding to the prefestival rancor, the Italian press had questioned Renis' suitability as artistic director, given what it called "undesirable friendships" with certain parties in the United States and with Italian orime minister

Silvio Berlusconi.
The ultimate winner of the festival was Marco Masini, signed to indie label MBO. The imprint was the only FINH.
Affiliated label competing. In total, 22 artists—many of the unknown-took part in the contest. Winners were chosen by popular vote, polled by phone and text message. Masini won 295,000 votes (of 1.3 million cast) with iss org "L10mon Volante", published

by Marnadue/UVA. remo could make the first Renis took the Sanremo stage on the

festival's final night and attacked the majors and artists that had stayed away. He made an exception of Universal, which sent Lionel Richie as a guest performer and cooperated in the production of a compilation album of the new songs featured at the festival.

The album, released through RAI's publishing division/recording label, RAI Trade, was distributed simultaneously in record shops through distributor Self and through newstands as a supplement to the Sorrisi & Canzoni magazine. According to RAI Trade, it shipped 180,000 units in two days following its March frelease. Some 110,000 of those were distributed through newstands,

and 70,000 went to record stores. Universal's cooperation with the festival was not welcomed by most other FIMI members, however. "It was never our aim to kill the festival," Warner Music Italy president/EEO Massiem Guidano says, "but to resurred it as a whicke for selling records. We're disappointed with Universal. They seemed to the FIMI line, but I guess every label is free to do as it pleases."

FIMi director-general Enzo Mazza insists, "We did the right thing to stay away. It's a waste of time and money. Once again, music took second place to 'entertainment,' and this was reflected in the ratings for the final night [an average of 9.27 million]: the worst

since 1987."

A spokesperson for RAI insists the broadcaster was "satisfied" with the ratings and that the door to reconciliation remains open to the majors.

Renis proclaims himself "very satisfied with the way it went. The compilation has sold very quickly; all the songs are getting plenty of airplay, and the average audience [8.9 million viewers nightly] was 0.1% up on last year." La Falce says FIMI will "undoubtedly"

be back at Sanremo in 2005.

Mazza, however, says, "It's not out of
the question, but perhaps RAI and Sanremo could make the first move by paying the money they owe."

## **SNEP**

Continued from page 5

Grandlink has provided Prench radio stations with repertoir from EMI, Warner and BMG during the past two years, and it has supplied Universal repertoire since June 2003. It now faces virtual exclusion from the market. SNEP members, who include the local affiliates of the five major labels, account for the wast majority of music sales in Prance.

majority of music sales in France. Yacast, a company that monitors airplay on French radio and provides streaming facilities for the country's main broadcasters, was the third con-

tender for the contract. "We're surprised by the SNEP's decision," Yacast music department manager Ali Mouhoub says, "because we and Grandlink have already shown that we can provide this service. TITE Live has yet to show anything; it won the contract with a paper dossier."

Mouhoub suggests that SNEP's choice was simply "economic." SNEP would not divulge the size of the Live Network bid, but Mouhoub claims that it was 100,000 euros (\$123,000) below Yacast's.

Mouhoub says, "They've chosen the cheapest option; let's see if the cheapest option works."

TITE Live co-founder and co-GM Stéphane Magnard points out that "the number of titles that can be sent to radio [stations] depends entirely on how much it costs to send them."

Grandlink may have lost a slab of its core business, but Murray says he is already looking at other opportunities. "Our initial client is the record indusry," he says, "but we're looking into other fields, such as films and advertising. We're also going international and are well-advanced with key players in the United Kinstdom." From the courtroom to the boardroom to the studio

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## Gibson

Continued from page 9

The term "single cutaway guitar" denotes that portion of the guitar between the neck and its lower part that annears to be missing from the natural, round body contour. The removal of this portion forms what is often referred to as the "horn."

The U.S. Patent and Trademark Office (USPTO) approved Gibson's 1987 application to register its design. Gibson also filed a "Declaration of Use and Incontestability of a Mark," which the USPTO approved in September 1999.

Gibson claimed that PRS began production of its Singlecut in January 2000 in an effort to market a guitar that looked like the Gibson Les Paul.

PRS representatives advanced multiple arguments as to why its guitar design did not violate Gibson's registered trademark shape, but none of the arguments succeeded in convincing

Judge Haynes. He ruled that "PRS was imitating the Les Paul" and gave the narties 90 days "to complete any discovery on damages or disgongement of

PRS' profits on the sales of its offending Singlecut guitar."

Outside counsel John Triggs and his team at Greenberg Traurig's New York office represented Gibson in the case, along with Wayne Beavers of Nashville firm Waddy & Patterson and Joel Cherry, general counsel for Gib-

A prepared statement released by PRS says, in part, "PRS Guitars is disappointed with the court's ruling that its Sindocut quitar infringes a Cibean trademark. As the court itself noted, personal inspection of these highprice guitars that are sold with clear markings of their origins would dispel lanyl initial confusion.' Further. the court concluded that there are various duitars in the market hearing the body shape similar to Gibson's Les Daul model ' DDS Cuitage is confident that its customers and dealers know the difference between a PRS guitar and other brands "

body electric guitars.

Indeed, electric guitars designed and manufactured by both Gibson and Scottsdale, Ariz,-based Fender Musical Instruments have long been imitated. Fender manufactures the single cutaway Telecaster and double cutaway Stratocaster, Several manufacturers have emulated both solid-

A Fender spokesman declined to comment on the Gibson/PRS case.

"Fender and Gibson, as the most successful felectric guitarl companies in history, have certainly been conied. emulated and imitated by many different companies," says Keith Brawley. VP of merchandising, guitars and amplifiers at Westlake Village, Calif.based retail chain Guitar Center.

Competing manufacturers, Brawley predicts, will continue to manufacture instruments that emulate the iconic Gibson and Fender body shapes.

"They'll probably get as close as they can," he says. "But Gibson certainly has a right to protect their trademarks."

## Hip-0

Lawrence says, "If the ultimate market for some of these [packages] is only 2,500 or 5,000 or 7,500, it just doesn't make any economic sense to float them through retail."

Hip-O Select product will be available, in numbered editions of 10,000 copies or less, only at the label's Web site, hip-oselect.com. The first title will be available for sale April 1. The collection is "Tear It Up," the complete Coral Records output of '50s rockabilly unit Johnny Burnette & the Rock'n'Roll Trio. Other spring releases will include

'Get It While You Can: The Legendary Sessions," an expanded edition of the out-of-print 1993 compilation of '60s sides by soul singer Howard Tate, and '96" in the Shade," a 1977 collection by reggae act Third World. The titles are yet to be scheduled Thane Tierney, formerly of Rhino

Records, will run day-to-day operations of the label as Hip-O Select director. UME's A&R staff will also have creative input for the collections.

Lawrence says that Hip-O Select will offer a terrific opportunity for IIME to address Universal Music

in, for example, Island reggae or the Motown catalog or Chess blues, our A&R guys are just going berserk." Lawrence says Lawrence anticinates that once the

Group's enormous catalog

imprint is up and running, it will deliver one or two new releases every week. He believes Hip-O Select will issue about 75 to 100 titles—from single-disc collections to boxed sets-in 2005

He notes that since production costs are the same or even higher for the label's product, the cost to consumers will be around \$20 per disc. However, Lawrence adds, that price tag is minuscule compared with

"IWith I the ability to delve deeper what out-of-print titles are currently fetching on the Web.

"Some fans might think \$20 is too much for a CD." Lawrence notes. but not in comparison to la CD going for \$200 on eBay."

Resnikoff does not discount the idea of taking Hip-O Select releases to brick-and-mortar retailers in the future.

He says, "It'll make money for us and for the artists who are not selling records in many cases and open the door for opportunities to bring this product to a broader retail environment after we show some modicum of success through Hip-O Select

#### Onda Continued from page 6

For this project, due this summer,

Onda brought in Mos Def and the Roots' Ahmir "?uestlove" Thompson. among other artists, to rework classic Isley Brothers recordings. An Onda remix of Akinyele's "Put

It in Your Mouth" can be heard in the uncoming film "Rick" starring Bill Pullman Onda also composed the score for

"Office Party," a short that aired last year on HBO. The team recently scored portions of the "Daredevil" DVD (starring Ben Affleck) for 20th

Century Fox Everything that we do evolves into something else," Arsenault says. "The best part of it is that we're not reacting to what's going on. We're simply

doing what we've always done. We are the new music business model

#### Korea Continued from page 7

There are four major players in South Korea's mobile music market: record labels, phone companies, content providers (CPs) and mobile music agencies. The CPs sell ring tones to the phone companies, as well as directly to consumers. The agencies serve as intermediaries between the labels and the CPs.

more common for labels to bypass the agencies and deal directly with the CPs. The way revenue is split differs for each service, but in the case of ring

tunes, they are divided 50-50 between the phone company and the CPs. The CPs pay the publishing and performers' royalties, then split the remaining money with the agencies and the record labels. In total, record labels take in 15%-25% of total revenue generated by ring tunes.

Han Chung-su, A&R director of Seoul-based independent record label Fluxus, says the labels' mobile-phonerelated revenue now exceeds that of CDs. As the average mobile-music services user tends to be younger than the average music consumer, Han sees a shift toward artists who appeal to a younger demographic and toward more local product If the payment system for Internet

online music succeeds, it will replace CDs," KAPP administration manager Park Ki Yong says. That ambition has Park emphasizing the importance of KAPP's efforts, 'We have to succeed as a collection group," he says.

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## **Programming**

## For week ending



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EUROPE





## **Tesh Offers AC** 'Radio Intelligence'

Against the backdrop of all the indecency controversy surround ing radio. John Tesh hosts an ACtargeted syndicated radio show that is the antithesis of the Howard Stern generation.

Top 40/AC managing editor of Billboard sister publication Airplay Monitor Chuck Taylor

spoke with Tesh about the show. It is a mix of music from the likes of Celine Dion. Paul Davis and Brian McKnight-up to 12 songs per hour-with what the producers tag intelligence for your life.

That can mean rules of thumb-like wearing red

gets you better service in a restau-

rant-or that women miss kissing

most in a mature relationship Since its April 2003 launch, the

five-hour weekday program has

picked up 76 affiliates. Most, but

not all, of Tesh's affiliates air his

and fifty outlets already air the

which began in 2000.

weekend edition of the program.

year-old can't listen to it, you won't

Tesh is considerably passionate

TESH: OFFERS FAMILY PROGRAM

about the show's mandate: "You can

Amendment rights, but someone had

to pull in the reins," he says of recent actions Clear Channel took to squelch

Bubba the Love Sponge and Stern.

Tesh thanks Clear Channel, adding.

"I don't think there's any place for this

stuff. I believe in free speech until it

goes against what the airwayes were

intended for. We've turned our backs

on decency. You can be funny without

being disgusting and provocative."

matic worst-to-first ratings. At

a widely shared ideal. In a number

scream all you want about First

hear it on this radio station."

One of the show's slogans is "If a 9-

show in the evening. One hundred

Tuned In: Radio By Marc Schiffman mschiffman@hillhoard.com



KKDJ (K-Lite) Bakersfield, Calif.,

the first signed affiliate of the daily

version of his show ranked No. 1 in the summer and fall 2003 Arbitron

books with women 25-54. That wal-

loned longtime AC syndicated

"It's one of few destination shows." McCloud says. "John's commitment to radio for the family is perfect for us." Las Vegas affiliate KMZO became the first station to air Tesh during afternoon drive. WBHH Norfolk.

Va., put Tesh in morning drive earlier this month The show has turned into a real

gold mine of information," Tesh says. "I really believe that people start tuning in and just get hooked. 'I'm a friendly voice, but this isn't

about me. The concept is so strong: We like to say we offer 'all the information you need to live your life a whole lot better-or just impress your friends at the water cooler."

It was a major goal from the beginning to distinguish the show from relationship-focused competitors. Tesh explains, "We don't want to listen to the crying and whining. where you do nothing about it. We want to help people solve their problems, to give a purpose in their lives and then to live that out."

IN OTHER INDECENCY NEWS: Clear Channel continues its indecencyinspired PR assault. Last week, the company announced it had spent more than \$500,000 to purchase broadcast-delay equipment for its stations that could air notentially indecent material or broadcast live

phone calls. Lastly, if you read Bill Holland's cover piece last week on the indecency bills Congress is considering, you may remember this quote from a Senate Commerce Committee spokesperson: "The intent of the bill is not to chill sneech."

But the spokesperson goes on to warn that "artists who push the envelope are doing to have to re-

It looks like Tesh has tapped into think what they do. of markets, his show has posted dra-That sure sounds to me like a textbook definition of chilled speech.



## Charts



In Singles
Minded:
Matthew West
leads Christian
airplay chart

SALES / AIRPLAY / TRENDS / ANALYSIS

## BMG Keeps Four In Top 10

In the week of Pete Jones' retirement dinner, music consumers delivered an appropriate going-away gift. For the 15th consecutive week, BMG Distribution, the company over



which he has presided since 1987; holds four of The Billboard 2009 top 10 albums. BNG's hand includes Evanescence, chalking up its 37th week in the top 10 (No. 4); Kenny Chesney, winner of the Greatest Gainer trophy (No. 5); and OutKast, with the album that outslod all others during the fourth quarter. Sweetening the pot is an

exercise in patience. In its 90th week of release and its 44th on the big chart, Maroon5's debut album advances 11-7.

Maroom5's jump caps one of the slowest climbs to the top 0 since The Bilboard 200 adopted Nielsen SoundScan numbers in 1991. Jewel's first album, released in March 1995, needed 101 weeks to reach the top 10 in the Bilboard dated Peb. 15, 1997. John Mayer's first for Columbia, which hit stores in April 2001, did not crack the top 10 until its 101st week; in the issue dated March 15, 2003.





The ascent of Maroon5's "Songs About Jane" suggests that artist development remains an industry priority, even if market conditions make that mission a harder goal to attain. Meanwhile, as Jones turns over BMG's keys to worthy suc-

cessor Jordan Katz (see story, page 5), he leaves on a high note. The current 15-week span of four or more top 10 albums is the longest such run in BMC's history, beating a 12-week run that it managed in the summer of 1999.

This is the longest such streak by any distributor since market leader Universal Music & Video Distribution held court for 22 weeks in early 2002. It is also the longest by a vendor other than UNVD or BMC since Sony Music Distribution assembled a 10-week stretch in 1996.

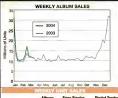
SoundScan's "release to date" albums chart shows that BMC sold seven of the 11 best-selling albums since 1991. Jones would rightly credit that feat to BMCs labels and their artists, but that record suggests that Jones' team did not squander opportunities—and that nice guys need not finish last.

... AND STILL CHAMPION: Norah Jones makes it look easy, chalking up her fifth week at No. 1.

She doesn't get a lot of play from mass-audience radio formats. She doesn't get a lot of play from mass-audience radio formats.

She doesn't get a lot of play from mass-audience radio formats. She had to overcome the onus of the sophomore jinx that has tripped up many a recording artist. And yet, with an album that defies cookie-cutter categorization as much as her (Continued on page 64)

## Market Watch A Weekly National Music Sales Report



his Week	Albums 11,309,000	Store Singles 130,000	Digital Tracks 2,015,000
sst Weak	11,627,000	125,000	1,983,000
hanga	⇔2.7%	⇔4.0%	⇔1.6%
his Waek 2003	11,191,000	166,000	_
hange	⇔1.1%	⇔21.7%	_



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Othar*	388,000	426,000	⇔9.8
assette	4,270,000	2,906,000	○31.9
D	118,647,000	130,697,000	△10.2
	2003	2004	Cheng
YEAR-	CHOATE SALE	S BY ALBUM F	ORMAT



## Kim A 'Locke' On No. 1

It won't be long before third-season "American Idol" contestants are appearing on Billboard charts, but the second-season folks are still making news. Kimberley Locke becomes the third finalist to have a solo recording reach. No. 1 on Hot I con-Singles Sales, as "8th World Wonder" (Curb) sold more copies than any other single in the past seven days. The first "Idol" competitor to have a No. 1 hit on Hot 100

Singles Sales was **Kelly Clarkson**. Her "A Moment Like This" debuted at No. 10 the week of Sept. 28, 2002, and shot to No. 1 the following week. Next came **Clay Aiken**. whose "This Is the Night" opened at No. 19 the week of June 21, 2003, and rocketed to No. 1 the next week.

That makes Locke the first "Idol" singer with a solo hit to debut at No. 1 on the sales chart. She is also the first "Idol" singer to have a No. 1 hit with a song that was not performed on a season finale of the TV series—or performed on the series at all. Locke signed with Curb and recorded "8th World Worlded" after the second season of "Idol" was over.

This is the 25th week that an "American Idol"-related single has topped the sales chart. Clarkson's "Moment" reigned for five weeks. In May 2003, "God Bless the U.S.A." by the second-season American Idol Finalists ruled for eight weeks. Then Aiken's "Night" was on top for 11 weeks. Locke finished third on "Idol," behind winner Ruben Stud-

dard and runner-up Aiken. That puts the second season of "Idol" on par with the first season of 'Pop Idol' in the United Kingdom, where the top three finalists—Will Young, Gareth Gates and Darius—all had hit singles. After competting against each other on "American Idol."

Acter competing against each other on American tool, Locke and Aiken moved to Los Angeles and rented a house together. With Aiken certain to debut at No. 1 on Hot 100 Singles Sales next issue with "The Way" (RCA), it should be the first time in this chart's history that roommates have had consecutive No. 1 titles.





'GIRLS' POWER: Martina McBride earns her first solo top 10 hit on the Adult Contemporary chart, thanks to the 12-10 move of "This One's for the Girls" (RCA),

McBride made her AC debut in 1997 as the vocalist on Jim

Brickman's "Valentine." That song peaked at No. 3.

"Girls" is McBride's first song to appear on the AC chart
since "There You Are" peaked at No. 15 in September 2000.

'CUT'TO THE CHASE: With an 11-10 move on Mainstream Top 40 for "The First Cut is the Deepest" (A&M/Interscope), Sherpl Crow collects her first solo top 10 hit since "My Favorite Mistake" peaked at No. 5 in December 1998. Crow last reached the top 10 when she was featured on Kid Rock's "Picture" in March 2000.

"First Cut" continues to march up the Hot 100, reaching a new peak position of No. 14 this issue. Crow's version is the most successful of this song composed by Cat Stevens, passing Rod Stewart's No. 21 peak in 1977. Billboard THE BILLBOARD. 200.

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THES WEEK	LAST WEEK	WKS. ASO	MILES CO.	Sales data compiled by Nielsen ARTIST SOUNDEROUSTRAUTING LABEL  NIEROT & NUMBEROUSTRAUTING LABEL	РЕАК РОЗГПОМ	THIS WEEK.	LAST WEEK	2 WICS. AGO	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL  Tride	лем ноттом
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1	1	1	3	NORAH JONES Feels Like Herre	1	50	49	37	24	MICHAEL MCDONALD & Motown	14
				€72 HOT SHOT DEBUT \$72	П	<b>G</b> 3		EW		CROSS CANADIAN RAGWEED Soul Growy	51
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3	2	16	100	JESSICA SIMPSON ▲ In This Skin	2	53	54	45	M	3 DOORS DOWN ▲ 1 Away From The Sen	8
4	3	4	14	EVANESCENCE & Fallen	3	54	43	34		KIDZ BOP KIDS  AZDI 6 TC BIOLIS BYOSE	34
	Г	Г		SE GREATEST GAINER SE	Т	<b>S</b> 3	1_	65	14	STORY OF THE YEAR MARKET HOW HAVE CHI [M]  Page Avecuse	55
3	5	s	0	KENNY CHESNEY A When The Sun Goes Down	1	56	27	-		CLINT BLACK Spend My Time	27
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	7	6		JOSH GROBAN & Clear III CO Clear	1	59	53	50	16	DIDO A Life For Reet	4
	8	10	19	SHERYL CROW & 2  AMAZESSANIEROCKER IO M CEI	2	60	66	70	28	T.I.   Trap Mazik  EMAND PASTE ENTENDED SERVICE OF MICH. (II)	4
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11	9	8	7	TWISTA A Korrikoze	1	62	100			VARIOUS ARTISTS W0W Worship (Red) Decision word care assessment and at 10 cm	62
12	10	9	14	EAMON I Doe't West You Back and 9009/2004841999 CD	7	43	67	68		SWITCHFOOT   Characteristic for the city  Ch	57
13	14	1.0	90	CHINGY A 2 Jackpet ostudies that place service and the service	2	64	65	63		JOSS STONE The Soul Sessions (EP) 5 CHARLEST MICHIGAN	63
14	15	14	77	BRITNEY SPEARS & In The Zono	1	45	72	73	10	YEAH YEAH S Fever To Tell	65
15	16	15	26	NICKELBACK   The Long Read  ROAD TO A STATE OF THE LONG READ  ROAD TO A ST	6	66	57	58		KEITH SWEAT The Best DI Keith Sweat Make You Sweet	31
130	23	28	10	JAY-Z A The Black Alhem noc antiques parameters are the second of the se	1	67	70	67	70	LIL JON & THE EAST SIDE BOYZ A Kings Of Creek	14
Ø	21	27	10	ALICIA KEYS &' The Diery Of Alicia Keys	1	68	46	62	*	SOUNDTRACK Dirty Descring: Hevene Nights	46
18	12	3	3	YOUNG GUNZ  TO HOLA ON JAN MENT HERE HE	3	69	73	54		SOUNDTRACK Barbershop 2: Back is Business	18
19	20	24	20	LUDACRIS & Chicken*N*Beer	1	70	61	51	*	SOUNDTRACK Confessions OI A Teesuge Drama Gueen	51
20	19	23	10	G-UNIT & 2  Beg For Mercy	2	71	64	60	Ely	ROD STEWART ▲ ' As Time Goes 8y The Great American Scagbook Vol. II	2
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22	24	25	8	TOBY KEITH & Shock'n Y'nii	1	73	60	52	94	WESTSIDE CONNECTION ● Terrorist Threats	16
23	17	19	3	SOUNDTRACK The Passion Of The Christ artifoling conduct was true to co	17	74	63	49	1	MELISSA ETHERIDGE Locky	15
23	28	22	10	RUBEN STUDDARD & Soulful	1	73	87	125	u/	YELLOWCARD Gccas Avenus	75
25	29	33	35	HILARY DUFF   Metamorphosis	1	76	68	59	40	LUTHER VANDROSS  Deace With My Fether	1
26	25	20	3	INCURUS A A Crow Left Of The Murder	2	Œ	88	86	86	MARTINA MCBRIDE  Mertina	7
27	30	30	100	ALAN JACKSON A S  Greatest Hits Volume II  APATRACONS Section 1 on CO	19	78	78	76	810	AUDIODIAYE A <sup>2</sup> Andioslave	7
28	32	26	100	NORAH JONES & Come Away With Me	1	79	62	-		HOOTIE & THE BLOWFISH The Best Of Restie & The Blowfish: 1993 Thre 2003	62
29	31	21	20	BEYONCE A 3 Daegerovaly is Love	1	80	86	89	v	KORN A Take A Look In The Mirror	9
30	39	41	8	COLLAMBIA MICHIGANI MICHIANI MICHI	3	81	75	64	100	VARIOUS ARTISTS Fined Up!	14
31	10	100	B	TESLA Into The New	31	82	84	96	H	THREE DAYS GRACE ● Three Bays Grace	76
32	26	12	믬	TRILLVILLE/LIL SCRAPPY The King DI Crunk & BME Recordings Present	12	83	79	84	10	KID ROCK ▲ Kid Reek	8
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34	35	35	100	LINKIN PARK A ' Meteoro	1	85	80	75	21	EAGLES & The Very Best Of	3
35	13			CFF.LO Cen La Green. Is The Soul Machine	13	86	59	114	16	CONTROL TO A CONTROL OF THE CONTROL OF THE PARTY OF THE P	36
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42	40	36	22	ANNECOLUMBIA BEBLISHER MUSIC (12900000)  JOSH TURNER  Long Stack Train	29	93	400	72		VARIOUS ARTISTS   W0W Gospel 2004	27
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45	22			VARIOUS ARTISTS The Down Low	22	96	51	1	W	SOUNDTRACK SOUNDTRACK Cold Mountain	51
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47	42	1.		YING YANG TWINS   Ms & My Scrother	11	98	94		74	GOOD CHARLOTTE A The Young And The Hopeless	7
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98 - 1	GARY ALLAN ◆ See H I Care	17	150	127	95	13	SOUNDTRACK Queer Eye For The Straight Guy	39
83 11	NELLY A De Derrity Versions - The Reinvention	12	181	111	136	11	FEFE DOBSON Folia Dataset State (M)	67
79	10 RELATIONAL CRIMINAL CRIMINAL OF MATCH.  MURPHY LEE   Da Skoel Gey Presents Murphy's Lew 2 reconstraint, print plant of the Cts.	8	152	163	126	74	KEUS ● Tasty	27
100 7	ROD STEWART & 1 It Had To Be You The Great American Songbook	4	153	126	91		DRAG-ON Hell And Back	47
78	LIMP RIZKIT • Results May Very	3	154	163		-	ALISON KRAUSS + UNION STATION A Live	36
100	Purpletterministration H (1290 CD)	-				릐	RONDINGS TYPINGS	
93	TOBY KEITH &* Unleashed  Missionius (unleashed excellence) on the text of the control of the con	1	155		145		ALAN JACKSON & Greatest Hits Volume II And Some Other Stuff	1
EW 7	SARAH CONNOR Surah Connor End Vision India (1) [M]	106	156		153		DIERKS BENTLEY ●  Dierks Bentley	26
99 177	JOHN MAYER   Meanier Things  MANCOUMAN MINT OF MAIN (1994 (ACM))	1	3117	151	144	W	MICHAEL JACKSON  MULIFIC BRISE GOAT MAGE (12 by 10 to)	13
117	STING ▲ Secred Love	3	158	120	56	V	TANTRIC After We Go	56
W S	BILL GAITHER Bill Geither's All Time Favorite Homecoming Songe And Performances Volume 1	109	159	158	155	16	3 DOORS DOWN Another 700 Miles (EP)	21
27 50	MISSY FLUOTT A This is Not & Test	13	160	13	-	0	TOM JONES Released Greatest Hits	127
94 17	LINKIN PARK LANGUAGE LANGUAGE LANGUAGE LIVE IN TEXTS AND LIVE IN T	23	161	175	193	39	LED ZEPPELIN  Early Days & Latter Cays: The Best Of Led Zeppelia Values One And Two	116
105	NAME FOR ANALYTIC COURT	1	162		175		ELVIS PRESLEY A * EWIs: 30 #1 Hes	1
92	R. KELLY A The R In R&B Collection: Values One	4	163	139		鷠	TOPO 7	139
	JANES SSEETE ZESANDA THE ON COL			139		Ы	CONTROL CONTRO	164
81	THE WHITE STRIPES ▲ Elephont	6	164	10	SA.		DOMINO 21" (N M CE   BB)	
108	VARIOUS ARTISTS Disneymanis ≥ Masic Stars Sing Disney Their Wey!	29	165		185		LOS LONELY BOYS  (Pric Manus Con (Ear)  Los Lonely Beys  (Pric Manus Con (Ear)	165
140	TIM MCGRAW & Tim McGraw And The Desceholl Gostons	2	166	148	112		RODNEY CARRINGTON Greatest Hits	112
123	THE BEACH BOYS • The Very Best Of The Beach Boys: Sounds Of Semmer	16	167	157	147	60	MATCHBOX TWENTY ▲	6
88 773	CHRISTINA AGUILERA 🌢 Stripped	2	168	185		w	BUDDY JEWELL   Buddy Jewell	13
137	JEREMY CAMP  Cerried Me: The Worship Project act womas co(M)	102	169	160	148	24	EMINEM A The Eminem Show	1
134 72	RASCAL FLATTS   7 Met	5	170		109		MEN ATTEMAT HEADY INTERCEPT HEAD SHE  DAMAGEPLAN  New Found Found	38
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121	THE CARPENTERS Corporators Gold: 35th Asserversary Edition Ass. Covernment of the Control of the	116	172		115		SOUNDTRACK  TO DE NOW JOIN BUT A MARK COM	34
131	FINGER ELEVEN Finger Eleven	123	173	164	157		CHER & 2  The Very Best Of Cher Gentland Colored Biographics STRUTTER MANAGEMENT IN 195 COL	4
106	MUSIQ ● sosister	13	174	145	149	102	JASON MRAZ   Westing For My Rocket To Come	55
CH 12	BILL GAITHER Bill Guther's All Time Favorite Homecoming Songs And Parformances Volume 2 Garners Mayor Colon Manuscript 17 98	125	175	10	200	1	SOUNDTRACK School Of Rock	95
122 5 2	KYLIE MINOGUE Body Lauguage	42	176	154	97		KUTLESS  See Of Faces  OCIVIA PLAS, STREET, OR HI CO	97
116	THE OFFSPRING  Solimer	30	177	147	177	100	GEORGE STRAIT A Hosbard-life	5
139	TRACE ADKINS © Comiss' Os Strong	31	171	58	"	9	THE GET UP KIDS Guilt Show	58
139	CAPITOL (PARENICLE) 46911-12 56-16 (8)	31	170	Г.	130	hell)		48
1	PACESETTER (®)			146	130	M	REGINE ALI DE SIDUTINA EN LOND (1996 CE)	1
154	LEANN RIMES ● Greatest Hits	24	180	li.			SOUNDTRACK DVS SOUNDAMA ENDRY INT IN CO.	180
113 👊	PUDDLE OF MUDD   Life 0a Display	20	181	179	182	Ü	GODSMACK A Faceless	1
101 📆	SOUNDTRACK A Tupec: Resurrectice	2	182	168	165	w	JACK JOHNSON ● 0e And 0e	3
124	ADMIT CHIEF CHIECKS   DIXIE CHIECKS   Top Of The World Toar Live  BROWNING CROSS AND BROWNING COME OF COM	27	183	197	188	0.78	KEB' MO' RELYTIC RESIDENT MUSIC CENS LOCK (MI) RELYTIC RESIDENT MUSIC CENS LOCK (MI)	149
104		104	184	184		2	JIMMY WAYNE Jimmy Wayne Jimmy Wayne	64
133	SEAL © Seal IV	3	185	174			BIG TYMERS   Sig Money Heavyweight	21
128	MARKAT DIDE STAFF 15 TO CO.	19		191		鮨	CASH MENEY HOLEY ANNE TO BE CO.	2
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169	JAMES TAYLOR   The Best Of James Taylor  MARKET BROS 70031946665 STATESIC MARKET BRODE  The Best Of James Taylor	11		177			VICTOR MANUELLE SEAT DESCRIPTION OF MEDICAL SEAT DES	177
132	SOUNDTRACK • Frenky Friday	19	188	173	160		COUNTING CROWS  Films About Ghests: The Best Of	32
127	BROOKS & DUNN ● Red Dirt Rand	4	189	180	196		KEM Kunistry	90
138	AFI   Sing The Serrow  Sing The Serrow	5	190	170	151	13	INTOCABLE Intimements: En Vivo Live	151
118	MEMPHIS BLEEK MADE	35	191	128	173		THALIA Greatest Hits  MY 17 CAN MARKETS SING MALATIN OR SECTO  Greatest Hits	128
119	TRAIN & My Private Nation	6	192	166	150		In thick waterity suppressure on a call  MICHAEL BUBLE ●  Michael Buble  Michael Buble	17
141	CALLAND A MINISTERY MADE THE MEDICAN  LIL JON & THE EAST SIDE BOYZ  Part II	37	193	169		Щ	JUSTIN TIMBERLAKE A' Justified	2
200	BMI 22'S TVT (I SE CL CVC)	48	193	189			SOUNDTRACK Blue Callar Comedy Tour: The Movie	132
120	GRANDESSAL SCHOOL CARREST LE NA CON-			189	178	N.	WHITE THE STANFALLE HERMANN IN SECON	132
135	JAGGED EDGE   COUNTRY STREET, CONTROL FOR THE	3	8	1	HI (	10	MALT DISAST MUNICIPAL CD. Pixel Perfect (EP)	1
17	JC CHASEZ  JNF EXTRA COMPANY TO SEN COM	17	196	178	171	U	INOB SEGER ◆ Greatest Hits 2	23
146	DAVID BANNER MTA2 Suptized In Dirty Water SECONDAIN SECONDAINS SEC	67	8	N	EW.		THE VON BONDIES Paws Shoppe Heart set upgrave to the CO (H)	197
129	VARIOUS ARTISTS WOW Hits 2004 PROVIDENT THROUGH CAMBE CAMBETER MINISTRANSING ET HIS DEL	51	(B)		1	W	THE POSTAL SERVICE  WHEN POSTA	198
39	BLINDIE BLINDIE BLYNDIE BLYNDI	39	122		13		POR TWO IN THE CASE OF THE PUBLIC PORT OF THE PUBLIC PUBLIC PORT OF TH	199
142	BRAD PAISLEY  Mud On The Tires	8	200	182	162		PAULINA RUBIO △ Pau-Letina	105
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3	ARTIST IMPIERT & HUMBER CETTIFUTING LABIS. Title	100		UST	TITLE IMPRINT & HUMBER DOSTRIBUTING LABOR
1	NORAH JONES DUR NOTE SIND  NORAH JONES DUR NOTE SIND  NORAH JONES DUR NOTE SIND	1		1	THE PASSION OF THE CHRIST STEED ST
2	SOUNDTRACK REQUESTY EXCUSOR MUSIC The Passion Of The Christ	23		2	SO FIRST DATES MAYEREX MITS WANTER BING
4	EVANESCENCE A* www.urioxo Falles	4	181	5	THE CHEETAH GIRLS (EP) A MALT DISAST MICH.
	TESLA SURCESSAY MICE Into The New	31		3	DIRTY DANCING: HAVANA NIGHTS
3	JOSH GROBAN A' IGNERALE BIGGINAMER 1815. Closer	-6	1.0	8	BARBERSHOP 2: BACK IN BUSINESS INTERSCOTE NAMES
10	SHERYL CROW & AM INTERPRETATION The Very Best Of Shoryl Crow	9	8	7	CONFESSIONS OF A TEENAGE DRAMA QUEEN HOLLYWOOD HOME
7	OUTKAST A" ANSWERS* Spenkerboxxxx/The Lave Below	10	9.	6	THE LORD OF THE RINGS: THE RETURN OF THE KING . REPRISENNES SOURSTRACKS WILL WARREN SHOP
13	SOUNDTRACK OMECOUMINA MINASONY MUSIC Cell Mountain	96	100	4	COLD MOUNTAIN ENGICIONAMINA MINISTRA MI
8	NORAH JONES & accentic some (IN) Come Away With Me	28	100	9	TUPAC: RESURRECTION & AMAIU 001020*WTE190007
9	SARAH MCLACHLAN A* AMETANEN Afterglow	48	10	10	THE FIGHTING TEMPTATIONS HUSE NOR DECOUNSE A NEW SONY MUSE
16	SOUNDTRACK . NEWSONNESS SOUND PROCESS AND SOUND THE FRANCE OF The Return Of The King	86	100	12	FREAKY FRIDAY  HOLLTWOCO NOW
	BRIDES OF DESTRUCTION SAICTEATY SEEN Hern Comes The Brids	92	12	11	QUEER EYE FOR THE STRAIGHT GUY CAPITOL 1981
18	MAROONS & DCTOMES SINCE SHIEF SOURCE STATE SOURCE James	7	13	13	YOU GOT SERVED • 100,690 MUSI
15	INDIGO GIRLS INCOMMON MAIN AND THAT WE Let In	90	14	23	SCHOOL OF ROCK ATLANTIC COMAN
12	ROD STEWART A 2 250707 mas As Time Goes By The Great American Sanghook Vol. II	71	15		STARSKY & HUTCH TYT SQUADTBAK 6706/TY
23	SOUNDTRACK HIGHER OCCUPY SOUNDTRACKS SHITH HERER SCHOOL The Triplets Of Belleville	-	16	14	BLUE COLLAR COMEDY TOUR: THE MOVIE WARREN 0005 PLASHYLLE HIGHWAY
14	HARRY CONNICK, JR. ● COLUMBIA SCOLUBBAY MUSIC Only You	21	17	16	PIXEL PERFECT (EP) WALT DISNEY SHIPS
	VIENNA TENG SECTIONA HERVIST (MG Wern Strangers	-	18	15	THE LIZZIE MCGUIRE MOVIE A WALT DESIGN MOON
	KENNY CHESNEY A 2 DIA SHEETES When The Sun Goes Down	5	10	17	CHICAGO ≜ <sup>2</sup> tec crosson litus
17	MELISSA ETHERIDGE GLAG MIRES/GLAG Lucky	74	20	25	O BROTHER, WHERE ART THOU? A' LOST HIGHWAY MERCURY 178881/15,166
6	NELLIE MCKAY COLUMBIA 10014 501/1 MUSIC [30] Get Away From Me	-	1 cm	24	A WALK TO REMEMBER • EPIC MOIN SOMY MUCH
5	JESSICA SIMPSON & COLUMBIA BRIBSONY MUSIC To This Skine	3	22	19	CONCERT FOR GEORGE WANTED CHARTING MAKETING MAKE
25	KANYE WEST 100 A PELACEP JUM SESSO SOLAND The College Dropout	6		20	LOST IN TRANSLATION EMPEROR NORTON YORK
20	DIDO & AMETA NEET	59	114	22	PRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DESIGN WALT DESIGN TO MICE.
22	NO DOUBT A INTERCONTINUE The Siegles 1992-2003	36	80	21	SOMETHING'S GOTTA GIVE COLUMNA SWILLSDAY MUSH

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#### THE RILLEMARN 200 A-7 (LISTED BY ARTISTS)

3 Doors Down 53, 159 50 Cent 89	Casting Downs 87 Cer-Lo 35	Finger Eleven 123 Five For Fighting 41	Juvenile 58 Tolsy North 22, 105	Marbina McBride 77 Michael McDonald 50	Seaf 134 Sean Paul BB	Tupac Resurrection 131 You Got Served 172	Luther Vendross 76 VARIOUS ARTISTS
Trace Actions. 128 ATI 139 Diverbina Agralera 119 City Arien. 57 Garly Afee 100 Audostave 78 Avelon 133 Avent 43	HC Chanaz 145 Cher 173 Ken'ny Chesney 5, 97 Chingy 13 Concyley 91 Harry Conneck, It 21 Sarah Connor 106 Counting Drows 185 Coss Canadian Ragweed 51	Fine Feedward 164 Bit Garther 109, 125 The Get Up Nots 176 Godornack 181 Good Charlotte 98 Josh Grober 8 Gullet 20 Arthory Hamelton 84	Nets 152 81 Kely 113, 171 Ken 169 Alica Keys 17 Kic Rock 83 Kid Boo Kids 54 Beyance 29 Kom 50 Alican Kessas + Union Station 154	Tim McGraw 116 Sarah McLachlan 48 Menghis Bleck 140 Nyle Minagus 126 Nati Mo 183 Jason Minag 174 Musig 124 Nelly 101 Nobelback 15	Riob Seger 196 Simple Plan 94 Jesses Simpson 3 SOUNCTEACK TO First Dates 49 Barberthop 2, Back in Business 69 Shie Colar Cornedy Tour-The Mover 198	Betney Speans 14 Rod Stevent 71, 103 String 108 Joss Steve 64 Skey Of The Hear 55 George Strat 177 Ruben Shiddent 24 Sugs Fine 72 Kest Sweat 66	2004 Grammy Nominees. 46 Bad Boy's 10th Archemistry. His 2 Disneyment 2: Music Stars. Disney - Ther Wey! 115 Fired Ust 81 Nov 14 33 The Down Low 45 WOW Greatel 2004 93
Baby Bash 143 David Banner 146 The Boach Boys 117 Darks Berdey 156	Sheryl Crow 9 damageolan 170 The Dakwess 44	Hoote & The Blowfish 79 troubus 26	Kutless 176 Led Zeppelin 161 Murshy Lee 102	No Doubl 36 The Ottopring 127 Dublish 10	The Cheetah Gats (EP) 61 Cold Mountain 96 Confessions Of A Teenage Online	Swethfeet 63 Tarenc 158 James Taylor (36	WOW Hes 2004 147 WOW Worship (Red) 62 The Von Bondies 197
Big Tyrrers 185 Clint Black 56 Black Eyed Peas 37 Bredside 148 Bren 182 30	6ido 59 Dani Cricks 132 Fele Cobson 151 Drag-On 153 Heary Duff 25	Intego Gets 90 Intocable 190 Alan Jackson 27, 155 Michael Jackson 157 Jagger Edge 144	Lif Jon & Tine East Side Boyz 67, 142 Limp Blackt 104 Linken Park 34, 111 Los Lonely Boys 165	Srad Paisley 149 A Perfect Circle 186 The Postal Service 198 Elvis Presley 162 Protoc 179	Queen 70 Dirty Dancing, Henana Nights 68 The Fighting Temptations 135 Freaty Friday 137 The Lord Of The Kings: The Return Of The King St	Tests 31 Thairs 191 Three Days Grace 82 TJ. 60 Justin Timberlake 193 Train 141	Jimmy Wayne 184 Kanye West 6 Westake Connection 73 Ron White 199 The White Stripes 114
Brides Of Destruction 92 Brooks & Dunn 138 Michael Buble 192	Eagles 85 Earton 12 Missy Ellott 110	Jey Z 16 Jet 40 Buddy Jewell 168	Lospropiets 39 Ludeons 19 Water Managin 187	Puddle Of Mudd 130 Rescal Flats 120	The Passion Of The Christ 23 Paul Perfect (EP) 195 Queer Eye For The Streight Guy	Train 95 Trainie Li Scrappy 32 Insh Turner 42	Yeah Yeah Yeahs 65 Yellowcard 75 Ying Yang Twins 47
Jeremy Camp 119 The Carpenters 122 Rodney Carrington 166	Environ 169 Melosa Ethender 74 Expressence 4	Joe 121 Jack Johnson 182 Norsh Jones 1, 28 Tom Jones 160	Marcon5 7 matchbox twenty 167 John Mayer 107	Red Hot Chili Peppers 99 LeAm Ranes 129 Paulina Rubio 200	150 School Of Rock: 175 Stansky & Hutch: 180	Stano Rean 112 Resta 81 Keth Utten 52	Young Gunz 18 Zero 7 163

## Over The Counter

Continued from page 61

first one did. "Feels Like Home" has quickly emerged as the bestselling set of this young year. That is not to say the top seller

just among albums released this year but the top dog of 2004-period. Her new one has been No. 1 a week longer than her first album. and it appears that streak will be extended next issue.

"Home" has sold 2.1 million copies so far, according to Nielsen SoundScan. That easily surpasses Kenny Chesney's "When the Sun Goes Down," which has done 1.3 million in six weeks, or OutKast's "Speakerhovyy/The Love Relow" which has scanned 1.26 million

This comes on the heels of Jones' first album being the second-best seller in 2003, with 5.1 million sold during those 12 months. "Come Away With Me" was also the best seller last year among mass merchants, doing 2.5 million in those

since the start of 2004.

stores during 2003.

With her "Saturday Night Live" appearance and a Target Stores circular impacting the tracking week, the new album only sees a 10.6% decline from prior-week sales on this issue's big chart. It leads the field by more than a 22% margin.

HAPPY ANNIVERSARY: The Hot Shot Debut on The Billboard 200 and Top R&B/Hip-Hop Albums belongs to the Sean "P. Diddy" Combsassembled compilation "Bad Boy's

10th Anniversary . . . The Hits. With 149,000 copies sold in its first week, it opens at No. 1 on the R&R list and at No. 2 on the big chart. The set's 13 tracks include

and commentary by Combs.

cuts from the Notorious B.I.G.,

112, Carl Thomas, Craig Mack

and, of course, Combs. The pack-

age includes a DVD with 11 clips



This is a much faster start than Bad Boy's first compilation scored in 1998 but pales next to the firstweek sales the label's 2002 anthology garnered. "Bad Boy's Greatest Hits Volume

A LOOK AHEAD: While neither looks to threaten Norah Jones' hold at the top, next issue's Billboard 200 will greet two albums that will start in the 100,000-plus club. First-day numbers cited by

1" entered The Rillhoard 200 at No.

51 with a 29,000-unit opener, But

moved from Arista's camp to Uni-

"We Invented the Remix," bowed at

No. 1 on the big chart with 255,000

the label's last sampler before it

versal Motown Records Group.

enld in its first wook

Billboord TOP SOUNDTRACKS

retailers suggest that rap rookie Cassidy will open at 110,000 or more with "Split Personality." A value-priced EP by Godsmack. "The Other Side," also looks good

to cross the century mark. The band's last full-length album. "Faceless," bowed at No. 1 last year with a start of 267,000 copies. LARGE AND SMALL SCREENS: It might be a reach to say that country star Kenny Chesney is a star of TV and film, but both mediums help him earn the biggest unit gain on The Billboard 200 and Top Country Albums, His "When the Sun Goes Down" garners an increase of 6,000 copies (95,000) The burst follows his episode of

A&E's "Live by Request," which first ran March 6 and will be repeated March 20, And on March 8, a satellite feed of a Chesney acoustic concert ran in 32 movie theaters that Regal Entertainment Group operates.

DETAILS, DETAILS: With its seventh increase in 10 weeks, the Postal Service climbs 13-9 on Top Heatseekers. gathering that chart's Greatest Gainer cup. The 17% gain also prompts the act's first ink on The Billboard 200, almost 13 months after the album's release . . . Check the calendar. Tesla, the '80s rock band that last appeared on The Billboard 200 in 1996, enters at No. 31,

EPENDENT ALBUMS	TOP INDE	H 27	boc	Rill	TOP HEATSEEKERS.	MARCH 2 2004 Billboom	. CATALOG.	- TOP POP.	27 ard	RCH 2004	M/ Rillis
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TS Definitive Jux Presents	VARIOUS ARTISTS	10		12		0 10	Y Lord, I Apologize	LARRY THE CABLE GUY		3 25	10
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0.18.0.1	RAVIN	7	37 37	42	VICKIE WINANS Bringing It All Together	42 40 40	Morning View	INCUBUS A		8 43	2
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Yummy Yumm	THE WIGGLES •	5	47 45	0	BARLOWGIRL Barlowgirl	40 70 1	Greatest Hits	JAMES TAYLOR ◆"		1	4
Bows & Arrow	THE WALKMEN	3	46 33	45	JOSH KELLEY For The Ride Home	45 19 - 1	All Time Greatest Hits	BARRY WHITE A		4 38	5
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LD Shock/Denial/Anger/Acceptance	RICK SPRINGFIELD	3	35 8	48	JOSHUA BELL SINY CARDIDAL SINE CONTRACTOR OF MED CO.  Romance Of The Violin	48 34 43	Master Of Puppets	METALLICA &			8
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mon.	NA PROPERTY AND PARTY.	-	-		MARTHA MUNIZZI The Best is Yet To Come	70 46	Greatest Hits 1986-1996	POISON A		1	0 1
Strawberry Shortcake: Strawberry Jam											

BILLBOARD MARCH 27, 2004

#### Billboard TOP BLUES ALBUMS Nielsen LAST WEEK Keep It Simple STEVIE RAY YAUGHAN AND DOUBLE TROUBLE VARIOUS ARTISTS SOUNDTRACK Martin Searces Property The Root Of The Rhops 8 WILLIE CLAYTON Changing The Game THE HOLMES BROTHERS KEB, MO. Martin Scorense Presents The Blues: Keb' Mo STEVIE RAY VAUGHAN Martin Scorsese Presents The Blues: Storie Ray Vaughts TYRONE DAVIS Come To Beddy SUSAN TEDESCHI Weit Fer Me BUDDY GUY JOHN MAYALL AND THE SLUESBREAKERS John Mayall & The Blass Browler As ROBBEN FORD JIMMY THACKERY AND TAB BENOIT

Mortie Scorsese Presents The Bilges: Jimi Hendrix

JIMI HENDRIX

			billboard TUPK	FOGAE ALBUM2"
THE WALL	LAST WEEK		Seles date compried  ARTIST IMPRINT & NUMBER DISTRIUTING III	Nielsen SoundScan
F	1		SOUNDTRACK NUM	SER 1 Er 5 Weeks At Number I 50 First Detes
2	2		SEAN PAUL &	Dutty Rock
(3)	3		ELEPHANT MAN	Good 2 Go
4	4		VARIOUS ARTISTS	Strictly The Best Volume 31
8	S	I	VARIOUS ARTISTS	Repgee Gold 2003
6	6		VARIOUS ARTISTS	Red Ster Sounds Presents Del Jamaico
7				: Denceholl Nice Again 2004 Reggae Y Reggaetes
8	7	Г	ZIGGY MARLEY	Dragontly
9	8		WAYNE WONDER	No Holding Buck
(10	10		VARIOUS ARTISTS	Putumayo Presents: World Reggee
15	9	г	BOB MARLEY AND THE WAILERS	Bob Marley & The Weilers Live At The Roxy
923	12			Callection: Bares Hansroad - Can't Stop A Mee
03	11		VARIOUS ARTISTS	Rasta Jamz
14	14		SIZZLA	Do Reel Thing
15	13		SHAGGY	Lucky Day

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	004	Billboard TOP W	
THE BREO	LASTWEEK	Sales data compiled by  ARTIST IMPRINT & NUMBER/DISTROUTING LA	SoundScan Its Title
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u	2	VARIOUS ARTISTS	Celtic Circle
3	O.L	GREAT BIG SEA	Semething Beautiful
4	133.	DANIEL O'DONNELL	Daniel In Blue Jenus
S	100		Doubles: Songs Of Inspiration / I Believe
6	15	DANIEL O'DONNELL	Greatest Hits
	8	LADYSMITH BLACK MAMBAZO	Raise Your Spirit Higher: Wenyukela
8	13	DANIEL O'DONNELL	The Daniel O'Donnell Show
	3	MOYA BRENNAN	Two Horizons
	5	CLANNAD	In A Lifetime: The Hert Of Clannad
	8	KEALI'I REICHEL	Ke'alaskamaile
12	10	THE CHIEFTAINS	Further Down The Old Plank Rand
13	8	SOUNDTRACK	Bend It Like Beckham
14		THE COUNTDOWN SINGERS	20 Irish Sing-Along Favorites
	7	VARIOUS ARTISTS	Putumayo Presents: Sahara Lousge

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MAI 2			Bi	illboard TOP CHRIST	TIAN ALBUMS
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•		Juli		BILL GAITHER SAMER VLDC STOUP MANERADIS BIll Gaither's All Time	Favorite Homecoming Songs And Performances Volum
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	8			PASSION WORSHIP BAND STANDOWSHIP EMONG [H]	Pession Hymns Ancient And Mode
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മ				VARIOUS ARTISTS SECROSPROST SMECHACINE	X 2004: 17 Christine Rock H
മ	27	31	(13)	MICHAEL W. SMITH RELACK HOMPPONDENT	The Second Decade: 1993-2
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ØĐ.	23	28		ROBERT RANDOLPH & THE FAMILY BAND AMERICAN SHOT HATCH	one cure tell Unclease
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25		20		NEWSBOYS STATE TO TRANSPORT TO THE PROPERTY OF	Adoration: The Worship Alb
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Worship A Total Worship Experience

BILLBOARD MARCH 27, 2004

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9	9	9	-	MICHELLE WILLIAMS Nus c works; counters ages, soon and it.	Do You Know
			ш	VARIOUS ARTISTS . ENGINEETHALISMONDATH REPORTMEN	WOW Gospel 2003
н	13	11	-	MARTHA MUNIZZI www.wwcz.we (#)	The Best is Yet To Come
2.8	12	12	-	DONNIE MCCLURKIN ARTY CHIESPARA	Donnin McClurkin Again
m	17	15		NEW DIRECTION GEORGISTING TRANSPORTED	Fair
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	14			VICKI YOHE PUREPRINGS SOUPE REZINGMI SOUPE.	I Just Ward You
iă.	15		17.5	DEITRICK HADDON THE STATE OF THE STATE OF	Lost And Found
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	18		1.77	MARVIN SAPP winty correspond (H)	Diary Of A Pagimin
	19	14	TIS.	KAREN CLARK-SHEARD DANNA LIMITED	The Heavens Are Telline
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Ð	26		TU	THE BROOKLYN TABERNACLE CHOIR MEANING CORRESPONDENCES SHOP	Live This Is Your House
	22	13		LADYSMITH BLACK MAMBAZO HEADS OF THE (N)	Raise Your Spirit Higher, Wenyukeli
	23		110	FRED HAMMOND VERTY SETTEMBA	Nothing But The Hit
	28	23		HEZEKIAH WALKER & THE LOVE FELLOWSHIP CRUSADE CHOIR WITH CO.	
	25	24		LEE WILLIAMS AND THE SPIRITUAL QC'S MCG TENNANCO [M]	Right On Time
	30		FG	TONY HIBBERT II SPIRIT IN MICTION TOUGHUR ACCE	In His Presence
	27	22	10	SHIRLEY CAESAR WONG-CUAR TORRESTORM [M]	Greatest Gospel Hit
	33	27	24	SHIRLEY CAESAR WORK-CURB BERRYMARKER BAGS. [M]	Shirley Cooser And Friends
	31	25	(1)	MARY MARY • CLUMBA BRIGGOV MARC	Incredible
30)	36	38	E	TACHINA DANIELLE 196-uni 1988	Still Hen
31	29	36	177	VARIOUS ARTISTS OF A RESPECT	A Taste Of Ophi
	21	30	10	EDDIE RUTH BRADFORD JAMAN LAND T SHAWAGO	Too Close To The Mirro
12	35	28	173		st Of Donald Lewronce & The Tri-City Singers: Restoring The Year
w	40	37		JOHNNY MO SEMAPEAULUM	A New Direction
13-8	37	35		TURKS & CAICOS MASS CHOIR MEXICO	Rehold! Live In Chicago
				SHARROND KING OTHERS	Dedicates
97	34	31	1111	THE WILLIAMS BROTHERS MAZINER MOMENTS	Still Here
38	39	32	10	RICHARD SMALLWOOD MED STREETS	The Praise & Worship Songs Of Richard Smallwood
39	32	40	17.7	LUTHER BARNES & THE SUNSET JUBILAIRES ADMINITURE	N's Your Time
				NATALIE WILSON & SOP COMPC CHARGE THROUGH AND	The Good Life

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BARLOWGIRL PLONTED SME (M) VARIOUS ARTISTS . ATTENTY ATT

## Billboard SINGLES AND TRACKS SONG INDEX

Chart Codes: CS (Hot Country Singles): H100 (Hot 100 Singles): LT (Hot Latin Tracks) and RBH (Hat R&B Hip/Hop Singles). TITLE (Publisher - Licensing Org.) Sheet Music Dist., Chort, Position.

soo YEARS (EMI Blackwood, BMI/Five For Fighting, BMI), H., Hisoo 34. BTN WORLD WOMER (Shankel Songs, ASCAP/Jacob song, ASCAP/BEEBop-Music, SOCAN/BBC Worldwide, SOCAN) Hisoo 78.

ABRAZAR LA VOB (Device Rich Songs, BMU Lary Jo., ASSAP) Warner Samedam, BMU Pewar Sono, BWD LT 23 AGIANTA, AH (Nor Lisend) LT 24. ALI FALLS DOWN (Song) APV Songs, BMU EVAN Black-wood, BMU, Songs ABM, HL, Hson de BML 44.

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ASCAP) (ascape), BM/10 (symple Bleat Songs, BM/10) (M/10)
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Dog, BM) Redardane, BMII. HL, CS 50 COME CLEAN (Kny's Tufl, BMII.) WE, ASCAP/Dylan Sack Son, ASCAP/EMI Blackwood, BMII, WEN, H100 35 COMO FUI A ENAMORAEME DE TI (Crisma, SESAC) UI COMO PUDE EMANORARME DE TI (Universal Musica CAP'I.co Musical, SACAN) ET 15 CRANK IT UP (EMI April, ASCAP/Black Fountain, CAP/M Da Trunk, ASCAP/Crump Tighs, ASCAP/Herbili CRAIN. 11 or ... SCAPIN to Trunk, ASCAP/Crump 16/19, ACCAP. CRISCO NE, MADRO Pilloto, ASCAP/Universal Musica, ASCAP/1172 CUIDARTE EL ALMA (Songs Of Castillo, BMI/WB, ACCAP/Universal Musica Unica, GWI) UT 3

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-E-E.I. (BEHYENTION) Quicks frost, ASCAP/BMG Songs, ASCAP/Cump Tight, ASCAP/BH 69 ELIA TREE PUGG GUI George, ASCAP Visiblessal Massica, ASCAP (Piloto, ASCAP) 13 9 ENCONG Cornel Boys, ASCAP/CMI Agei, ASCAP/Ne World Masse, ASCAP, RIPI 42 ESTOY EMANGADAN (Ayra, EM) 42 ESTOY EMANGADAN (Ayra, EM) 47 35

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FREIX-3-LEEK (Zomba, ASCAP (Kambaya, ASCAP (Match My Mosic, ASCAP) Li Joe coory Music, BMB, WBM, Hoop as, BBH Ig FLAUR.B. IT. Controversy, ASCAP (Zomba, ASCAP) Hot Enter MBB, ASCAP TBB Ender ASCAP) Florid Princips, BMI (Nychomusic, ASCAP) Blastice Mysic, ASCAP (Top BMI Nychomusic, ASCAP) Blastice Mysic, ASCAP (Top BMI Nychomusic, ASCAP) Blastice Mysic, ASCAP (Top BMI Nychomusic).

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Control H 99 GET LOW (TVT, ASCAP/Swole, ASCAP/Da Cripples, IU ColliPark, BMU/EWC, BMI/EMI Blackwood, BMI). HL

yll IGOLO (Zomba Songs, BMI/R Kelly, BMI/Rick: on, ASCAP/R-Can-N, ASCAP/Tamous, ASCAP) 

Gee, BMI/Noontime Tunes, BMI/Wanson, BMI/Bubba Gee, BMI/Noontime Tunes, BMI/Wanson Tamestane, BMI), WMM\_85018--H-HAPPY PEOPLE (R Kelly, BMI/Zomba Songs, BMI), WBM, R RH 47

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Msco 67
PIL BE AROURD (God Given, BIVI, Virginia Beach, CAP, WB, ASCAP), WBM, RBH yo I LOVE YOU THIS MUCH (Nash-life DreamWorks rss, ASCAP) Pages Areasts, ASCAP, Sunchages. NP/Paper Angels, ASCAP/Sunchuser, my Lane. ASCAP/EMI April. ASCAP/Sea Gavle. ASCAP (Themy Line, ASCAP) TAN April, ASCAP (See Gayle, ASCAP), CLM, Pill, CS 11; Histo 10 to 11 with Goals, ASCAP) Tash 1994. ASCAP (Fun with Goals, ASCAP) That 1994. ASCAP (Universal, ASCAP), Htt., Histo 6a, I'M REALCY HOT (Mass Confusion, ASCAP), With, ASCAP (Viegota Beach, ASCAP) Universal PolyGoam Inter-actional, ASCAP (Universal, ASCAP). WISM, HISTORY, 1895.

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PRS/EMI Backwood, RWI/EMI April, ASCAP), MI, Haoo
23, RBH M,
IM NY DAUGHTER'S EYES (Songs, Of Rashelle Drawn
Works, RMI/Diversion, BMI/Cherry Pivec BMI), CLM, CS 1100 SS IN MY LIFE (Money Mark, BM I), WBM, Hsop 72: R f81

(CS 36 WART TO LIVE (Nemphisto, ASCAP/Onley, P/Isiniversal, ASCAP/Sony/ATV Cross Keys, ASCAP),

HL/WBM, CS 4,5 I WWNT YOU (Bricle Bobby, BM/FEMI Blackwood, BM/Fem Hidden Volley, ASCAP/WB, ASCAP/Casa Davi ASCAP), HL/WBM, RBM 29 I WONT GO OR AND ON (Promissin, BM/I/Ma Jane, BM), HL, CSA

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JAMBALWA (Somy, NTV Songs, BMB, HL, LL of (SSS) WALLS (EM Blackwood, BM (Gilmen My Pol (SSS) WALLS (EM Blackwood, BM (Gilmen My Pol (SON) (BMB), HB, BB a) (OOK old, (WMR) WMR) (Generalizedes, PSC) (Lb (WSL) (SAS) (BMB), March, ASCAP) (EM April, ASCAP) (Bosecusion, ASCAP) (BM), PRIL, BBH B; (OSE) PRILE (LOW) (BL (Blackwood, BM), PRIL, BBH B; (OSE) PRILE (LOW) (BL (Blackwood, BM)) (PRIL) (BBH B) [MB FAME | BM | LT 25 BM | LT 25 JUST A LITTLE WHILE (Black Ice, BMI/Cyphron, ILL 1844 | BM | ML, H100 90

LAGRIMAS DE CHISTAL (Zomba, ASCAP) LT 21
LA MAS DESEADAL (SACM Latin, ASCAP) LT 22
LA MAS DESEADAL (SACM Latin, ASCAP) LT 39
LAST ONE STANDING (CN-Bon, ASCAP) Feesongs,
LAST ONE STANDING (CN-Bon, ASCAP) Feesongs,

LAST ONE STANDING (CH-Box, RS.CAP) recovery, BMB, WBM, CS 3 (SAM) RS.CAP (Percovery, BMB, WBM, CS 3 (SAM) RS.CAP (Percovery, BMB, CS 3 (SAM) RS.CAP (SAM) RS.C M/HL, CS 57 LETTERS FROM HOME (Farmous, ASCAP/Ed And cille Songs, ASCAP/BMG Songs, ASCAP), HL, CS 15:

o 6a LITTLE MOMENTS (EMI April, ASCAP/Sea Gayle, ASCAP), HL, CS 3: Hero 42 LOCO IOId Desperados, ASCAP/N2D, ASCAP/WB ASCAP/Scott And Soda, ASCAP/Beechere, ASCAP),

ASCAP/SECEN And SOGIA, SACAP/SECENTINE, ASCAP/ MEM, CS yo THE LOMELINESS (LCAT, BW/Sony) ATV Songs, BW/L, R, BBH 32 LOME BLACK TRAIN (Sony) ATV Const Keys, ASCAP Drivers LG, ASCAP, NH. CS, S1, Hoop 56 LOVE NE BRACE ON SECLIAL (Songs Of Universal, BW/SERV OF THE BRACE BANK SONGS FLAVE, BW/S LOVES SOVINE (Perfect Songs, BW/L) BK FLAVE, BW/S BROOKS HIGO BY
LUY ME BABY (Young Dude, ASCAP/Universal,
ASCAP/Bubba Gee, BMI/Youndene Turies, BMI/Wanner
Ternerlaine, DMI), WBM, RBH 57

MAKE IT ALRIGHT (Mike City, BMU/Warner-Turnerlane, BMB), WMM, RBH 64. MAKE IT UP WHITH BUPY (Combo, ASCAP) Food Stamp Mucik, ASCAP) Strange Motel, ASCAP) Duvid McPher-songs, BMB, WBM, STATE 54. MAPS (Chrysiale, BMB), HL History 7.

MAS QUE TU AMIGO (Criuma, SESAC) LT 6 MAYBERRY (Good Of Delta Boy, SESAC) CS 12; H100 ME AND EMILY (Cardie Storet, ASCAP (Sintingach 1gs, ASCAP) Create Real, ASCAP), WBM, CS 47 ME CANSE DE TI (FJ.PP., BANJEMI April, ASCAP) LT 12

ME CANSE DE TI (F1)22, BMI/Emi ngr.s, nov..., me EQUIVOQUE (Copyright Control) LT 90 MEGALOMANIAC (EMI April, ASCAP/Hungliknyora, ASCAP), HL, Huso 56
ME, MYSELF AND I (Bryonce, ASCAP) Hitco South. ASCAP/Music Of Windsweep, ASCAP/TVT, ASCAP/Scott Storch, ASCAP/fulf lews ASCAP/Stack Owned Musik, ASCAP/Hotting Bale, ASCAP/, WIBM, Hoop SIE, IBH 10 MEN DON'T CHANGE (Mosaic Music, BM1/Hold Jack, MEN DON'T CHANGE (Mosaic Music, BM1/Hold Jack, (), HL, CS 40 MIEHTES TAN BIEH (Sony/ATV Discos, ASCAP) LT az MORE & MORE (P. Kelly, (IMI/Zomba Songs, EMI),

MORE & MORE (P. Kelly, (bM//2ombs Songs, EAU), WEM, HIGO By: RBH 199 MOVE YOUR BODY (Twoenz, ASCAP/Elligh Wells The 3rd Musec, ASCAP/Light Sounds Musec, ASCAP/Light Berningham Music, ASCAP/Abood, BMI RRH 61 MY BAND (Eight Mile Sojie, BMI (Einler, BMI/EMI API), ASCAP/Runyon Ave, BMI/M (Vey, ASCAP/Ideate, B ASCAP/Denty Works, ASCAP/EMI Blackwood, BMI/Full proc. BM (Hose 5c, R8H 56 MY IMMORTAL (Zembles Are My Publishing, BM (Ferthfallen, BM)(Dwight Frys, BMO), WBM, H300 10 MY LAST HAME (Coburn, BM)(Sony/ATV Cross Keys, ASCAP), H1 (WBM, CS 3)

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y NOT YOUR AVERAGE (DE (LIEVE Mahkyas, ISCAP) Missing Link, ASCAP) (Hyly's James, ASCAP) (Host ISCAP) (ASCAP) (EM Full Red LISCAP), HIL/HIBM ISCAP) (ASCAP) (EM Full Red LISCAP), HIL/HIBM ASCAP (46, ASCAP (TAR HIS BRICK, ASCAP ), IN 1889 (4) BEEN (4) SANURB (Zemhe Soogs, BMAI (Cheshech XL, ASCAP / Big Sad Mr. Hahrs, BMI (Rodelschoure Agreement, BMI (Rod Bourdon, BMI (Kreip Kobbysish), BMI (Parcabey Cales, BMI), WBM, Haso 19

-0-THE CME (Sod Gives, SMI) (Isabba Gee, BMA) (Noortline Tures, SMI) 'Ya Majeshy's Music, ACCAP (1M) Agril, Majeshy's Music, ACCAP (1M) Agril, Mid Majeshy Goodbal, BMI (Songs Of Universe), BMII), MI MI MI MI MANY (MANO, ACCAP Trial State, ACCAP) (Thing CMI) (ALCAP) (Ching Chong, BMII), MI, Mgoo 2, BMII), MI, Mgoo 2, BMII J

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POWER A A BRINING COM LOGG OF DEVELOPMENT, AND THE ARMADIS TO THE ARMADIS THE

REH 92 PULL UP (Mudslide, BWI/Abood, BMI) Hsoo 98; REH PUSH (D. Trotmen, BW/Starks, BWI/Rich Kid, I/Pleasure Music, BMO RBH 25

-9-QUE LLORO (Sony/ATV Discos, ASCAP) LT 7 A QUE NO TE VAS (Brantunes, ASCAP/Maximo sine, BMI/Mark Portmann, BNI/Universal-Musi

Iguire, BMI/Mark Portmann, Berry Joke, BMI/17 34 QUESTIONS (Zomba Sengs, BMI/R Kelly, BMI), WBM, (APIC) TO BACK BOOMY (Zombo, ASCAP/III WIII.

CAPICII DIS COOMY (Zombo, ASCAP/III WIII.

CAPICII DIS COOMY BIOSIC, BMIS, WEBS, 88H 95

QUIENT ED DIS SOO! (Exercituse, ASCAP/Manino
parro, BMIS/Tono, ASCAP) (17 96

QUITEMODOS LA BOOM (SOM) ATV Discos.

CAPICMOS Deep, BMIS/Somy/ATV Latin, BMI/Eliceplat
— ACCAPIT (APIC)

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UR: no.cerimos RY, RSH us RIGHT HERE FOR U (Do Twelve, ASCAP/Justin Combo ASCAP/EMI April, ASCAP/Danger Zone, ASCAP/De/Swing OW | IM Apis, SOLW YURGE ZONE, ASLAY URSWING B. ASCAP), HL. RBH 100 ROSAS (Sony, ATV Discos, ASCAP) LT 18 ROSES | Gnat Books, ASCAP) Chrysalis, ASCAP/Seven AUSCAP), HL, Hisoolisi, RSH 42 ROUND HERE (Nets Chief, ASCAP/EO.B., CAP/Domani And Ya Majesty's Music, ASCAP/Copy

RUBBER BAND MAN (Domani And Ya Majeshy's Music, CAP (Crume Tight, ASCAP) Hope so: RBH sc SABANAS FRIAS (ILJum, ASCAP) ENI AQVIL ASCAP) EI

SALT SHAKER (TVT, BMI)/CobiPyrk, BMI)/EWC, BMI/Do poler, BMI/C'Amore, BMI/Me B Mare, ASCAP/EMI rit, ASCAP/EMI Blackmood, BMI, HL, Hsoo 17; RBH 13 SMI AY AY AY (Melaza, BWI/Dutty Rock, ASCAP/EMI rit, ASCAP), HL, RBH 77 

19 SLOW DOWN (E-Class, BMI/Virginia Buach, CAPTWB, ASCAPI, WBM, RBHI 73 SLOW JAMZ (Suyin High, ASCAP) Konman Extertain-RH, ASCAP/RD Da World, ASCAP, Displamat, ASCAP/II Info Musik, ASCAP/EMI April, ASCAP), HL, H900 S; RBH

SLOW MOTION (Money Mack, BMI) RBH 51 SOMEBOOY (RB, ASCAP) Gravitron, SESACL WBM, CS SOMEDAY (Warner-Tamerlane, BMI/Arm Your Dillo CAR, Zeno-G, SOCAR, (Black Diesel, SOCAN), WBM.

SCARL Tree SCOCK (Black Doers SCANL WBM, SCANL)
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STILL IN LOVE (MEMOS Movid, BMI (Wring, BMI/A) Gree, BMI (M. 1898 50
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UNITE AND (Manzamusic, ASCAP) LT 45 UNIVELL (Bidmis, BMI/EMI Disckwood, BMI), HL, Hoo

VANIBOSA (Arpa, BMI) LT 43 VICTORY 2004 (Big Puppe, ASCAP) Justin Combs, CAP) EMI April, ASCAP) Jel Vosa, ASCAP) Justinera A. Jos., ASCAP) EMI-Unant Catalog, BWI (Mahiresal, ASCAP), dan, ASCAP/ENI-Uran Colony, HL RBH yo VITAMIR S (EMI Blackwood, BMI), HL RBH 59

-W-WALKED OUTS AN EAVEN (MIN), SESA! (Babyboy's Little, SESA!), Babyboy's Little, SESA!

I'm International, BM USiontonne, BM UHope N Cal. II, MI. PMEN, CS I., Histo 41 THE WAY I AM OXNO: Turn AI, ASCAP/Million Dollar the Air't Free, ASCAP/Scott Storch, ASCAP/TVT.

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RBH 68 WHOKKWYS (Souldhild, ASCAP) Universal, ASCAP, Rives Tyle, ASCAP Tetragrammason, ASCAP) Rives Tyle, ASCAP Tetragrammason, ASCAP) Rives Tyle, ASCAP Tetragrammason, WHY CAMT WE ALL JUST GET A LOWG RECK? (OF WHILD WEST SHOW (Fig. Low. ASCAP) VIS. ASCAP Most Ci Combustion, OMIS Song, ON Window.

-Y-TTAPE (TVT, BM) (LII Ion GOOL) Musik, BM) (Christopher South, ASCAP) Misses South, ASCAP) Misses Of the Misses ASCAP Misses Of South, ASCAP, Interest BM (Listeries, ASCAP) Misses, BM (Listeries, ASCAP) Misses, BM (Listeries, ASCAP) Misses, BM (Listeries, ASCAP) Misses, BM (Listeries, ASCAP) Misses (BM) Misses Misses, ASCAP (ASCAP) Misses Misses, ASCAP (Misses) Misses Misses, ASCAP (Misses) Misses Misses, ASCAP (Misses) Misses Misses

oo 45: RBH 22 YOU'LL THINK OF ME (Almo, ASCAP/Deginal Blass CAP/EMI April, ASCAP/Ty Me A Reve, ASCAP/RSCA AGADY/IML Aget, AGADP/IM Aget, AGADP/IML Aget, AGADP/IML Aget, AGADP/IML Aget, AGADP/IML Aget, AGADP/IML A

**BILLBOARD MARCH 27, 2004** www.billboard.com . www.billboard.biz

## R&B Radio Follows Kanye West's Direction

Dilated Peoples make their second appearance on the Hot R&B/Hij-Hop Singles & Tracks chart, debuting at No. 72 with "This Way." The song, which features vocals by Kanye West, enters higher than the group's previous peak of No. 84 with "Worst. Comes to Worst" in February 2002.

West is heard on five other tracks on the chart. Only R. Kelly, with seven, has had more entries in a single week this year.

Additionally, West produced or coproduced 10 songs currently residing on Hot R&B/Hip-Hop Singles & Tracks, which is the third-most in the Nielsen Broadcast Data Systems era. Only Kelly (12) and Timbaland (11) have produced more songs on this chart in a single week. The Neptunes also hit with 10 tracks in January and February of 200;

R&B radio has a tendency to overplay a particular sound by an artist, an artist, an artist s protegies or a producer, if not all of the above. 50 Cent, Kelly, Pharrell Williams and now West have been the flavors dominating the airwaves recently. With R&B and hip-hop stations

continuing to pull strong ratings, it appears the audience loves to overindulge in the "hot sound" and these stations are more than happy to oblige.

IMMORTALIZED: After peaking at No. 2 on the Adult Top 40 chart with its debut single, "Bring Me to Life," Evanescence earns its first No. 1 at the format. "My Immortal" moves 5-1 and posts the biggest detection gain on the chart (up 204). The four-place leap is, surprisingly,

the biggest jump to No. 1 in the eight-year history of the Adult Top 40 list. Three songs have climbed 4-1 on the chart, the last being Avril Lavigne's "Complicated" in July 2002.

"Immortal" marks the third No. 1 on the Adult Top 40 chart in the past three weeks, something that has not occurred on this usually stable chart since June 2001. In that month, Uncle Kracker's "Pollow Me," Train's "Calling All Angels" and Lifehouse's "Hanging by a Moment" occupied the No. 1 slot for three successive weeks.

LOCKED UP: Kimberley Locke debuts at No. 1 on Hot 100 Singles Sales with "8th World Wonder,"



the second runner-up in last season's edition of "American Idol" behind Ruben Studdard and Clay Aiken. which is the lowest total for a No. 1 debut in the history of the chart. Last year, the Rolling Stones' "Sympathy for the Devil (Remixes)" and "Nothing Fails" by Madonna were the first titles to debut at No. 1 with less than 10,000 units.

Locke will give way to Aiken atop the sales chart next issue when his single "The Way" charts.

Alken would have to scan more than 170,000 units of the single, which includes the never-beforereleased "Solitaire," to have a chance to overtake "Yesh!" by Usher Featuring Lil Jon & Ludacris on The Billboard Hot 100. His last single, "This Is the Night," sold 393,000 in its opening week.

Minal Patel

mos handlild@le

Wade Jessen

CROSS-TOWN CROSSOVER: Last

artist to achieve a No. 1 country

when "Three Wooden Crosses"

single from a religious music label

(Word-Curb) topped Hot Country

Are You Goene Be My Girl

an increase in detections own the previous week, regardless of chart movement. A song which nemoins from the chart after 26 weeks. All four radio charts run at deeper lancifes in Arolay Mor

Singles & Tracks in the May 24,

year, Randy Travis became the first

2003, issue. This week, Matthew West becomes the first Christian artist to top billboard.com's Hot Christian Adult Contemporary and Hot Christian Singles & Tracks charts with a single issued on a country music label.

West's "More" is the lead track from his Universal South debut set 'Happy," and EMI Christian Music Group is working the song at Christian radio. Although Universal South's primary business is country music, the label has signed swern noncountry artists, including West.

WEATHER REPORT: Tim McGraw's "Watch the Wind Blow By" rides the top wave on Hot Country Singles & Tracks for

But Kenny
Chesney &
Uncle Kracker's
"When the Sun
Goes Down"
ousted it from
No. 1 on the
Nielsen Broadcast Data Systems audience

a second week.

tally. The duet stacks 33.4 million estimated audience impressions, a gain of more than 3.3 million, while McGraw's single is pushed to No. 3 with 32.9

million listener impressions. Toby Keith's former charttopper "American Soldier" is the second-most-listened-to title with 33 million and also holds at No. 2 on the detections chart. "Sun" is making a run on Singles & Tracks as well, climbing 9-4 with the greatest detection gain on the chart (up 447). A continuation of that momentum would likely lead "Sun" to rise to the top of that chart next issue.







The single scans 4,500 units,

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## MARCH 27 Billboard HOT 100 AIRPL

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## MUSIC FOR GROWNUPS



Billboard's 30+ Music for Grownups spotlight reports on music consumers, age 30 and older. We highlight demographic and sales trends, and exolore how the majors and indies target this audience. Plus we take a look at radio formats that serve the 30+ market.

issue date: april 24 · ad close: march 30 Aki Kaneko 323.525.2299 • akaneko@hillboard.com

#### PRAISE & WORSHIP



Billboard's inaugural Praise & Worshin spotlicht focuses on the praise and worship music scene, including key independent labels and the growing impact of major labels and core artists. We will examine label brands and series and how they are marketed to consumers and also take a look at touring and conferences driven by the music.

issue date: april 24 · ad close: march 30 Cynthia Mellow 615 321 9172 • cmellow@hillhoard.com

#### LUXURY HOMES



Billboard sootlights Luxury Homes for an in-depth look at the luxury real estate market. We report on luxury properties sought by top artists and executives in major domestic music capitals and individual properties recently put on the market. Plus we get the inside scoop from private banking officers providing mortgage services to high-end clients

issue date: april 24 · ad close: march 30 Jeff Serrette 646.654.4697 • jserretts@billboard.com

#### UPCOMING SPECIALS

LATIN MUSIC QUARTERLY #1 issue date: May 1 \* ad close: April 6 HANK WILLIAMS JR. issue date: May 1 \* ad close: April 6

DVD-AUDIO & SACD issue date: May 1 . ad close: April 6 VP RECORDS 25TH ANNIN. issue date: May 8 \* ad close: April 13

Billboard.com . Billboard.biz NY 646,654,4591 • LA 323,525,2299 • MASHMILE 615,321,4294 • LOMBON 44,207,420,6076

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BILLBOARD MARCH 27, 2004

## States Could Become Next Battleground Vs. P2Ps

#### BY BILL HOLLA

WASHINGTON, D.C.—The battle against unauthorized file sharing could be moving from the federal courts to the states, where peer-topeer services would face the formidable task of defending themselves on multiple fronts.

A draft letter from the National Assn. of Attorneys General (NAAG) to P2P companies indicates that state law-enforcement officials might probe the alleged role of file sharing in the spread of pornography, computer viruses and identity theft, as well as

copyright infringement.
Echoing testimony on Capitol Hill
by the Recording Industry Assn. of
America (RIAA), the letter accuses the
companies of facilitating activities that
put the public at risk.

"We write to express our growing concern over the risks posed to consumers in our states from the use of your company's peer-to-peer (P2P') file-sharing software and your firm's inadequate response to those risks," said the draft, which was leaked to the press during the March 13-14 weekend.

The draft continued: "As the chief law enforcement officers and primary consumer abocates for our states, we share a unique responsibility to ensure our laws are respected and our consumers are informed about and protected from dangerous products and services."

A leading member of the House of Representatives tells *Billboard* he is happy that the attorneys general are poised to look at P2P concerns.

"They will be valuable allies in protecting the privacy and security of P2P software users against violations by the distributors of that software," Rep. Howard Berman, D-Calif., says. "State AGs have often delivered for

consumers what the federal government and other authorities would not," says Chris Murray, legislative counsel for the Consumers Union. He adds, "If a company is big enough to do business in the 50 states and threatens the well-being of consumers, then state-by-state lawsuits are an effective tool."

#### NAAG SMOKES BIG TOBACCO

NAAG won an impressive legal victory in 1998, when its lawsuits against U.S. tobacco companies on behalf of consumers resulted in a \$206 billion settlement, plus additional annual payments to anti-smoking groups.

10.022, attorneys greater in 41 states and three U.S. commonwest states and three U.S. commonwest of prince-fining of Angarage assigned the major U.S. record distributors, asswell as retailers Trans World Entertainment, Tower Records and Musiciana Stores, Althrough the companies and Stores, Althrough the companies and the provided of the money for consumer cash paybacks and free CDs (Bill-board, Oct. 12, 2002).

Recently, NAAG president Bill Lockyer, the second-term California attorney general, and his fellow AGs have been focusing some of their efforts on the dimly lit crossroads of high tech and crime.

and crime.
To date, the P2P services have been the target of legal actions by the RIAA, based on authority granted by Congress in the Digital Millennium Copy-

#### SHARING THEIR RESPONSE

 An organization representing several P2P services fired a pre-emptive strike against the NAAG draft

right Act of 1998.

In a written response to NAAG, Adam Eisgrau, executive director of P2P United, the D.C.-based public relations/lobbying group representing Morpheus, Blusber and four other P2P services, claims the draft is full of "misinformation" and requests that P2P United be given a chance to tell its side of the story. P2P United also was quick to point

out that the leaked e-mail of the NAAG letter indicates that the draft was prepared with the involvement of Vans Stevenson, senior VP of state legislative affairs for the Motion Picture Assn. of America.

It is common in public policy disputes for trade groups to submit such drafts to regulators and members of Congress. These are often written in the voice of the government. Policymakers sift through such drafts, study conflicting opinions and come up with their naw letter.

A Lockyer spokesman tells Billboard that the draft was not an official NAAG letter and does not yet constitute a formal warning shot

"There is no letter on which to comment," spokeman from Dresslar says of the leaked draft. "No letter has been sent. But it is no news that the attorney general is concerned about certain issues connected with per-to-pere services; lids being exposed to pornography, to copyright in-infringement and (the possibility of) identity theft. It is exposed those concerns before, and he's shared those concerns with his colleagues across the country.

#### PZP Continued to

Continued from page 1

of the timetable. "I think you'll see both [reformed P2P networks and new P2P networks] happen." Details are limited on which compa-

nies have an eye on the legitimate market. Nor is it clear what the business model of a legal P2P offering would be. This much is known: The key to every commercial P2P distribution scepage is the inclusion of content filters.

nario is the inclusion of content-filtering technology. Filtering will play an integral role, says Vance Ikezoye, CEO of Los Gatos.

Calif.-based Audible Magic, a specialist in the field. Filtering technologies are intended to keep unlicensed files out of P2P environments, track content consumption on

the network and facilitate transactions.
The buzz surrounding filtering centers on two companies: Audible Magic and Snocap, a San Francisco startup from Napster creator Shawn Fanning.
Sony Music chairman/CEO Andrew

Lack cited both in a February speech at the National Academy of Recording Arts and Sciences' Entertainment Law Initiative luncheon in Los Angeles. Audible Magic has been making the

rounds on Capitol Hill with the Recording Industry Assn. of America (RIAA), showcasing a technology designed to identify and block the distribution of files that run afoul of label copyrights. Snocap has yet to launch, but the

company is quietly demonstrating a similar solution to the major labels and others. Snocap officials did not return calls

Sources familiar with Snocap say it also has a transaction engine. That indicates that Snocap would block illegal content on a P2P network but simultaneously give users an opportunity to

acquire the content legally. Ikezoye says Audible Magic is also exploring transaction capabilities.

"You can easily envision [using the technology] to sell consumers legitimate content or other services," he says.

#### DIFFERENT STROKES Not all potential business models for

P2P networks require the consumer to pay for music files.

Commercial P2P ideas under consideration range from free, sponsored services to more traditional pay-perdownload and subscription models, label sources say.

But before the labels sign on for any commercial P2P concept, P2P network operators first need to agree to rid their systems of unlicensed content. Major-label sources say they are not

interested in allowing their content to be sold through P2P networks unless the operators enforce filtering of unlicensed content and flood their services with commercial files. P2P operators—embroiled in copy-

right-infringement lawsuits with the recording industry—have long held that they cannot control the flow of content through their networks. The argument is a key component in their defense. PZP operators are also balking at suggestions that they build filtering tech-

nologies into their systems.

The operators are concerned that such moves are the precursor to a legislative push by the entertainment industry to require P2P networks to use filtering technologies.

Adam Eisgrau, executive director of P2P United, the Washington, D.C. based public relationslobbying group representing Morphess. Blubster and four other services, sent letters on March 10 to the hoads of all five major labels, RIAA chairman Mitch Bainwol and Audible Magic's Rezoye calling for independent testing of Audible Magic technology. "Audible Magic is showing everyhody besides the people who know better," says Wayne Rosso, CEO of Optisoft, which operates Blubster.

Rosso and others contend that filtering technologies can be bypassed. They also maintain that filtering changes the nature of decentralized P2P systems. In his letter, Eisgrau called on Audi-

In his letter, Eisgrau called on Audihe Magic to 'stop misleading the public and policy-makers by characterizing your 'ingeprinting' software as a filter as if it might simply be installed ... without the forced and fundamental redesign of decentralized peer-to-peer programs." Rosso says the labels' interest in filtering comes as they face an uncertain fact in tyying to overturn a deleral court

ruling last year in Los Angeles that

operators of P2P networks are not

responsible for the actions of users of file-sharing technology. The case, part of an RIAA-led copyright infringement suit against StreamCast Networks and Grokster, is under review by the U.S. 9th Circuit Court of Appeals of California.

The labels and Audible Magic are adamant that filtering can work in a P2P environment. "Legitimate peer-to-peer systems are

"Legitimate peer-to-peer systems are possible today." Sony Music Entertainment chief technology officer Phil Wiser says. "It really just comes down to whether these services are truly interested in going legitimate and are willing to implement a solution that does that."

to implement a solution that does that," That's why Wiser and others see a commercial opportunity for companies that offer a P2P network using filtering technology.

"You really need an in-the-application solution, which does require the peer-to-peer service to implement the

technology," Wiser says.

"The longer they resist," he continues, "the more there is an opportunity for somebody else to come in and create a legitimate peer-to-oper service that

competes with them."

The important thing is that someone makes the first move, according to Ted Cohen, senior VP of digital development and distribution for EMI Music.

"Coming up with a monetized peerto-peer system is to everyone's benefit," he says.

## Piracy Continued from page 7

piracy and a better understanding,

and respect for, copyright."

Alson Wenham, chairman of trade body the Assn. of Independent Music, says: "This is very important as the remit is huge and points to the fact that the government [has] realized copyright! is not just a boring word we all harp on about—it's the building in which we all live."

Intellectual property issues are deal with by many different departments, such as the Department of Trade and Industry (DTI), the Department for Culture, Media and Sport (DCMS), the Exchequer or the Foreign Office.

The forum, led jointly by the DTI

and the DCMS, aims at better coordination among all departments. "We've long been arguing for this," says Andrew Yeates, outgoing director general for music trade body the British Phonographic Industry (see story, page 56). "This will be the place to reconcile the different points of view and act more efficiently."

Yeates sees the initiative as a

sign that governments throughout the European Union are treating the intellectual property issue more seriously.

"There's such a creative history in Europe that there is a need to allow people to live from their creativity," he says. "Governments can provide the framework for creativity to thrive."

#### INTERNATIONAL EFFORT NEEDED In Mumbai, Jowell highlighted

the need for joint international efforts to tackle piracy and discussed the opportunities and threats facing the global creative community. "Intellectual property is a global issue, and we will only be able to

tackle it by working together," she said. She also called on creative industries to better engage and inform the of creativity in our world," she said. "Without profits, there can be no investment in new talent. And without copyright income, there is no incentive for new talent to develop. "We have to get the consumer on our side," she added. "Theft of intellectual property rights is not a vicintiess crime. But that is often how it is portrayed." According to the DCMS, creative

industries are estimated to contribute more than 8% to Britain's gross domestic product. Piracy cost the U.K. industry nearly £10 billion (\$18.1 billion) in 2002, more than £700 million (\$1.26 billion) of which affected the music industry directly, according to the Alliance Against Counterfeiting & Piracy, a crossindustry trade body. The alliance actimates that in

2002, intellectual property crime cost the British government the equivalent of approximately £1.7 billion (\$3.1 billion) in lost value-added tax and taxes

set to better engage and inform the
nsumer.

"Piracy threatens the very future"

"Bracy threatens the very future"

### Jackson

Continued from page 1

cast of the Super Bowl.

Jackson has kept a low profile since the incident. Other than an interview in Ebony, her only public response to date has been a taped apology serviced to TV news outlets.

Some observers say that's the right approach. "You make your first statement

and move forward with nothing more to say," contends entertainment attorney Orin Snyder, a partner with Los Angeles-based Manatt. Phelps and Phillips.

"Scandal in pop is not new, and this album is extremely strong," BET senior VP of music programming Stephen Hill adds. "Jerry Lee Lewis and others have proved that if the music is strong. people will buy." But not everyone agrees that Jackson

has handled the situation correctly. Image specialist Ann Stephenson says that the incident is not a "career buster" for Jackson but contends "there has been way too slow an uptake by her

handlers

They don't seem to be doing anything proactive [and are] still answering the same questions and trying to explain the incident," adds Stephenson, CEO of New Jersey-based communications and image consulting firm the Stephenson Group, "Janet has to take control and manage her image." Jackson declined to comment for

this story. Her manager, Lindsay Scott of L.A.-based Lindsay Scott Management, referred calls to Jackson's PR representative. Stephen Huvane. The L.A.-based Huvane says his client "always keeps a low profile."

Personally, she's not comfortable with being Janet in public," he says. When she's performing, that's a different thing. We always planned that when the album came out, we would

do the proper promotion." With the album's release fast approaching, Jackson is re-emerging. She will be honored March 20 for lifetime achievement at the 18th annual Soul Train Music Awards in Los Angeles.

That appearance will be followed March 29 by a guest turn on "Late Show With David Letterman " a March 31 interview and live performance-with a five-second delay-on "Good Morning America" and an April

10 stint as host/performer on "Saturday Night Live. Huvane says Jackson and her team have been in talks with these TV shows

for months. "It's all part of the promotion strategy," he says He adds that Jackson has not imposed any restrictions on "SNL" in

terms of addressing the Super Bowl debacle during her show. "That hasn't been discussed." Huvane says.

#### ONE MISTAKE ALLOWED

Media and PR professionals concur that a celebrity is generally allowed one error of judstment along the lines of Jackson's nationally televised breast baring. That's especially true if the star's career has been scandal-free.

"Jackson embodies grace, style and integrity," publicist Marvet Britto says. "She has never been known as a bad person," Britto, head of New Yorkbased Britto Agency, represents Seal, actress Kim Cattrall and basketball player Latrell Sprewell, among others,

Britto describes Jackson's videotaned apology as "impersonal," "She has never been an impersonal artist, so it made it seem like she was guilty of something, and she wasn't. I would have had her and Timberlake analogizing side by side right from the beginning, since they performed side by side. Otherwise, it made the whole Japologyl seem calculated and contrived. In a cover story for the April issue of Ebony, Jackson says of the apology, "I

probably should have done it live. But there was so much going on at the time that I needed to just get it done. It is what it is. And it will pass, and I'm fine with it.

That interview precedes forthcoming appearances on the covers of Unscale and Essence magazines. Britto believes Jackson should be even more visible

There has been no setup for this album," she says, "If the label is capitalizing on the incident's momentum and the increased attention, Jackson is getting, that's smart. But setting up a record the right way is smarter. She should be on the cover of all major

music magazines right now. Jackson is amply displayed on the cover of "Damita Jo." She is bare from the waist up, with her arms strategically covering her chest.

The cover photo already has drawn substantial media attention, although it is no more provocative than her image on previous albums "All for You" and "Janet Beyond all the criticism, the incident

has cost Jackson the starring role in



"I thought the Super Bowl talk would die down by the time the album's release date came," says an R&B music buyer at a major retail chain. "But you have the [Federal Communications Commission], Clear Channel, Howard Stern-all going back to that incident. And some people may feel the cover is rubbing people's faces in it "

Huvane points out, however, that the shoot for the cover was done before the controversy erupted.

Jackson can bank on receiving widespread coverage through her upcoming TV appearances. "Going on 'Saturday Night Live."

Leno or Letterman is very smart. attorney Snyder says, "It helps defuse the situation and put it into context

against the more important things that are happening in the world. The press wants to make this incident into something, but the fans don't care.

Courtney Rames head of Los Andeles-based PR firm the Courtney Barnes Group, agrees that Jackson is heading in the right direction.

"Among television shows, the only two that people can look to on a regular basis and see proven sales value are 'Saturday Night Live' and ["The Oprah Winfrey Show"l."

#### VIRGIN'S PLAN As if it was not enough to deal with

the Super Bowl fallout, Virgin's marketing plans were also affected by Jackson's changes to the new album. "Because she is a perfectionist, this thing went down to the wire "Virgin

executive VP Lionel Ridenour says. "So we've built [the campaign] to the set of circumstances we had For the next 30 days, it's going to be Janet's world in terms of the media. The campaign got off to an unfore-

seen start when non radio jumped on the track "Just a While" immediately after the Super Bowl. According to Ridenour, that track

was never intended to be the single. It got leaked, and afterward we couldn't pull pop [radio] off of it." But the song lost momentum and

newer got past No. 45 on The Billhoard Hot 100. Part of the problem was the lack of a video for U.S. outlets, although Virgin did release a video in Europe. The song did not strike a chord

with the masses," says Rico Brooks. Atlanta district manager for the Peppermint Music chain For the second single, Virgin chose

to target Jackson's core R&B audience with "I Want You." a track produced by hot R&B/pop commodity Kanye West. "I Want You" has yet to dent the Hot 100, but it has shown strength on the

Hot R&B/Hip-Hop Singles & Tracks chart, where it climbs to No. 29 this issue, in its fourth week on the list.

TV PART OF THE PUSH BET is expected to play a big part in pushing "I Want You" further up the "Back then, rock T-shirts were made

mostly for guys. Trunk's T-shirts are

made to uniquely fit the shapes of men

One of the retailers selling Trunk

merchandise is the boutique Dari in

Studio City, Calif. The store was fea-

tured on MTV's "Newlyweds" when

the reality show's co-star. Jessica

Simpson, hought a Doors T-shirt

there for her husband, Nick Lachey.

Simpson wore the T-shirt at a con-

Dari manager Tiffany Wendel

reports "The Trunk merchandise is

doing better than average for a new

brand. The Trunk items are very

authentic and have a good fit. They also

have some of the best bands for their

Beckerman says the Trunk name

was inspired by the idea that people

keep their most prized possessions

shirts, and they have great graphics."

cert in Georgia last year.

and women." Beckerman notes.

chart. The network premiered a clip for the single March 16 on its "Access Granted" program. Next, BET will begin airing "About

Janet," a pretaped interview during which Jackson talks only about her music and life inspirations. That will be followed by an annearance March 30 on BET's "106 & Park.

Sister Viacorn channel MTV, which produced the Super Bowl halftime show and disavowed any pretelecast knowledge of the breast-baring stunt, also plans to run the video once it is submitted and goes through the proper channels," a spokeswornan says.

Peppermint's Brooks likes the early response to the new single, "Since so much of Janet's appeal is visual. I look forward to this song getting a boost when the video kicks in," he says. Still, an R&B buyer for a major

national chain remains "skittish" about the new allum "Henally with a Janet record, you say, 'There's that smash ballad, that smash R&B or club track,' I've wered my estimate. We're supporting this album as a superstar act but not as heavily as we did the last one." That album, the 2001 release "All for You," sold 3 million units, according to

Nielsen SoundScan Sources predict that "Damita Jo"-which takes its title from Jack-

son's middle name-will sell around 200 000 copies its first week The label also is targeting international markets for the new album. Jack son recently wrapped a promotional visit to France and the United Kind.

dom, and subsequent visits to Europe, Japan and Australia are being planned. Observers generally feel overseas audiences will not be affected by the telexised incident Which brings us back to the ques-

tion of how the Super Bowl brouhaha will affect U.S. sales. "I would be surprised if anyone's

decision to buy the album was changed by what happened lat the Super Bowll." BET's Hill says. Brooks adds, "Virgin has what every

label dreams of in terms of publicity. It's up to them to spin that publicity into sales.

### Vintage T's Continued from page 1

artists' latest merchandice. Trunk prides itself on being retro. The vast majority of Trunk's merchandise comes from the 1960s, 1970s and 1980s. Because Trunk T-shirts are consid-

ered collector's items, they carry highend price tags to match. Most Trunk Tshirts have retail prices of \$75 to \$200. Some retailers sell the most in-demand Trunk items for up to \$300. Trunk's limited-edition T-shirts can

be found at such upscale retailers as Barneys New York, Fred Segal. Ron Herman and Theodore. The shirts are also available online at trunkltd.com. People pay for things that are aspi-

rational brands," Cinq CEO/creative director Brad Beckerman explains. These T-shirts are very special. The retail price is justified because if people found the original T-shirts, they should

expect to pay at least \$400." Trunk says that many of its items are on back order

#### CELEBRITY FANS The shirts have become popular

among celebrities, including John Mayer, Dave Matthews, Liz Phair, Enrique Iglesias and Jason Mraz.

Meg Ryan reportedly insisted on wearing a Trunk vintage Mötley Crüe T-shirt for her photos in Jane magazine's March 2004 issue. Strokes guitarist Nick Valensi wore a Billy Idol Tshirt from Trunk when he appeared on Spin's December 2003 cover Trunk also counts Kid Rock, Britney

Spears, Dido, Mya, Nas, Jewel, Coldplay and Sheryl Crowamong its customers. Beckerman adds, "At some point, we may have a mid-tier product that we

could bring to the masses. But right now our philosophy is to start at the higher end " So how did a startup business get so

many top artists for its T-shirts? "I'm not going to tell all my trade

secrets," Beckerman says with a laugh. He credits the relationships he has built over the years. Beckerman was previously GM for sports licensing firm the Starter Corp.,

which was founded by his father, David Reckerman From 1994 to 1999, the younger Beckerman also gained experience as

president/CEO of Groove Track Productions, an entertainment consulting company whose clients included the Hard Rock Hotel, Universal Studios and Disney World. Beckerman says that Trunk's guar-

antee of quality is what attracts people to the brand. UPDATED DESIGNS

#### "Artists are also tired of having their

brand names associated with lowquality apparel. We put a lot into our garments . . . We even use a lot of the same fabrics as the original shirts." Trunk has also updated the rock Tshirts of vesterwar to include custom

fits for women.

in trunks Wendel agrees that the vintage look is in demand, which she says is why Trunk T-shirts are selling well.

"No one wants to look like they have a brand-new T-shirt," Wendel says, They want things that look like they've been in a closet for years. Trunk will be expanding in the com-

ing months, Beckerman says the company is launching a children's spinoff brand, mini-Trunk, later this year. It is also developing vintage denim apparel, such as jackets, head wear, belts and other accessories. Pop/rock singer Phair has also

signed on to launch Trunk's modern classic line. The marketing campaign for the clothing will include crosspromotions of Phair's current selftitled album in selected stores that carry Trunk, as well as a print-ad carnpaign in such national magazines as Rolling Stone

"Vintage is hot." Beckerman concludes. "When people wear vintage clothes, it's not about being trendy. It's

about a lifestyle." For the latest breaking news, go to billboard.biz.

## Stone

idea-like an underground, five-dollar thing. It kind of turned into some-

thing completely different." Instead of a hit radio single, music TV channels MTV and VH1 nicked up Stone's version of the White Stripes' Fell in Love With a Girl"—renamed

"Fell in Love With a Boy"-last month Since being added to video rotation. Stone has sold 31% of her 263,000-unit total in the United States, according to Nielsen Sound-Scan. Her label says the record has shipped 570,000 units.

"It zoomed for us. Sales tripled during the post-Grammy, Valentine's Day neriod." says Vince Szydlowski, senior director of product for Virgin Entertainment Group. He adds that the video airplay has been "phenomenal. Getting her in front of millions of viewers has certainly helped."

Amazon.com group merchandising manager leff Somers says that Stone jumped from No. 20 to No. 13 on its top-seller list in one day

With MTV and VH1 building her presence in the U.S., we're seeing a resurgence in her popularity." he says. 'For us, she's been nonular since her release in September. Our customers tend to look for an artist that has something unique about them, and she certainly falls into that category."

The video snarked TV appearances on "The Tonight Show With Jay Leno," "Last Call With Carson Daly" and a featured segment on MTV's "Total

Remeet I no Stone also performed with Elton

John at the pop icon's request during his annual Oscar bash with "In Style" Pak 20 RADIO HEARS A SINGLE S.Curve did not addressively solicit

#### radio play for "Fell in Love With a Boy." But that does not matter at triple-A KMTT Seattle. Music director Shawn

Stewart says the song has been a big meter anideline

It says the guideline "is fundamentally flawed, as it does not take into account how people will interpret space for sitting bing down or migrating "In the wrong circumstances, potential physical forces on the human body can

Panelists at the Royal Garden Hotel venue agreed that the 21st century has ushered in super-scale concerts. Last war, hundreds of thousands of fans saw the Rolling Stones at Downsview Park in Toronto and Williams at Knebworth

On the ILMC panel called "Safety in Numbers." Deborah Rees presented her Web site, safeconcerts.com. Rees, who is a concert fan, was invited by the ILMC's Safety Focus Group (SFG).

a unice " the evaluined 'The concert industry has few consumer rights. There is no recourse if you don't get value for money and. mostly the audience is blamed if any

thing goes wrong," Rees added. Williams' Knebworth concerts,

which attracted 375,000 people over three days, illustrates the difficulties fans face at super-scale shows.

record for the station since being added in December

"It's been in and out of heavy to medium rotation consistently," she save "I don't know what it is about her voice or her delivery, but it's really connecting with our audience."

KMTT recently added Stone's 'Super Duper Love (Are You Diggin' on Me?)" to excited listener response.

Stewart says Co-produced by soul veteran Betty Wright the release is land for an ED with 10 tracks. It is a foray into soul

from the '60s and '70s with classics like the Isley Brothers' "For the Love of You" and more obscure cuts like Carla Thomas' "I've Fallen in Love With You." "We wanted to pick songs that she could do radically different from the

original," explains Greenberg, who recalls that the whole recording process took just four days, "We really tried not to do a karaoke record Though it's not every day that a

teenage ingenue records with veteran backing like Latimore and Timmy Thomas, Stone says, "I don't really know any different. Everyone's saving. Oh it must be usind being 16 and doing this,' but I really have no idea what it's like to be any older.

ALL TERRITORIES ON BOARD Virgin subsidiary S-Curve is han-

dling matters stateside. However, London-based Matthieu Lauriot-Prevost senior VP of global marketing for EMI Recorded Music, says the project is a worldwide priority.

Responsible for marketing Virgin's repertoire around the world, Lauriot-Prevost forecasts that by June the EP will have shinned 3 million units worldwide Currently at No. 5 on the European

Top 100 Albums chart, "Sessions" already has a worldwide total of more than 1 million units shipped, according to Lauriot-Prevost. The support of traditional retailers

and such specialized chains as HMV Virgin and ENAC in Europa has helped the record overseas. That is now branching out to mainstream retailers like hypermarkets and mom-and-non

The Pan-European release for "Sessions" was unveiled Feb. 2, while Asian territories and Latin America followed this month

Stone has performed showcases in Germany, France and Italy and will open for Sting at London's Royal Albert Hall in May

"I can't wait to do that " Stone says "Royal Albert Hall is really posh, so it's going to be funny-a bit of a laugh. Stone's "Fell in Love With a Boy" is

also starting to hit mainstream top 40 stations like BBC Radio 1 in the United Kingdom and Europe 2 in France. The beauty of this record," Lauriot-Prevost says, "is that it has a cool appeal, which generates good press, and it has an incredibly efficient radio

track We have a lot of more for action Stone's album of original material is slated to arrive in September. The singer says she has been writing the material for it since she was 14

Additional reporting by Emmanuel Learand in Landon.

## Safety

Continued from page 6

super-scale events (as opposed to specifically designed stadia and arenas). Chris Kemp and Ian Hill from the

United Kingdom's Buckinghamshire Chilterns University College and Mick Unton, founder of crowd-management company Showsec, compiled the study. called 'Health and Safety Aspects in the Live Music Industry." The report is based on 1,800 ques-

tionnaires spectators completed at an Eminem concert at the National Bowl in Milton Keynes near London and the Robbie Williams shows at Knebworth last summer

SAFETY SANITATION ARE ISSUES "While the accident rate for mass-

crowd concert events might be low in terms of injury, it would be foolish to ignore [that] there are hidden dangers within a crowd that can surface very quickly," Upton warned. For example, the report takes issue

with the two-persons-per-square-

and Phoenix Park in Ireland.

'The site aims to give ticket buyers

While the shows were hailed as a nublic success. Rees said they did not meet the health and safety code of practice

I was fueled by anger at the Robbie Williams concert last year, because there was no one to complain to." she said. London-based Metropolis Music organized the Knebworth shows.

Do these super-scale events benefit fans? We're herded around like cattle and given no information. We're exnected to nut up with sanitary standards that would be shameful in a developing country," she continued.

Addressing promoters in the audience, she recommended downsizing super-scale events.

Some attendees-such as Melvin Benn, managing director of Mean Fiddler Music Croup.-felt the criticisms were unnecessarily harsh.

"This is an industry of highly professional people who work very hard. and I always reply to anyone who contacts me about issues they have with our concerts," he said.

WORKING TOWARD IMPROVEMENT Chris Herlings, operations manager at Cologne-based promoter Peter

Rieder Konzertadentur and an SEC committee member, said the rock concert business will always involve risk and stressed that the industry must minimize them.

He pointed out that the SFG was considering harmonizing Europe's varied legislation and practices for promoters and venue owners

To this end, the SFG recently received 160,000 euros (\$203,000) from the European Union's European Agency for Safety and Health at Work.

What was reassuring was that the EU took us seriously as an industry. Of the 600 applications it received in the same year, only 14 were accepted. including the SFG," he said.

At another session, former Undertones frontman Feargal Sharkey pledged to examine crowd-safety issues. The U.K. government's Live Music Forum recently named Sharkey chairman.

The Live Music Forum was established in February following the passage of the U.K.'s Licensing Act 2003. It includes representatives from the music industry the Arts Council, local authorities, small venues and government.

boards and sound effects. The show

is not orchestral in nature at all."

But Lennon is unmoved. He save

The Joys of Sex" is merely an indi-

rect way of bringing the virtual

couldn't get away with it. Now,

they're trying to get it in through

"Last year they did it directly and

orchestra to Broadway.

## Menudo

Continued from page 6

in Puerto Rico in 1977. It targeted the preteen market, and members had to exit when they turned 16. Menudo went on to become an international phenomenon, selling more than 20 million albums and breaking attendance records worldwide Menudo was renamed MDO in the 1990s, and the age limit on its memhore was valend All told, some 30 kids rotated

The original Menudo was created

through the original Menudo, Although many attempted solo careers, the one major success was Ricky Martin Robi Rosa, a Menudo member dur-

ing Martin's tenure, went on to pen many of Martin's hits and develon as an alternative act. He's currently promoting an English-language album, "Mad Love" (Epic). Weiner says that Menudo Enter-

tainment is reviewing offers from labels, producers, sponsors and TV networks for TV specials. An album is planned for the beginning of next year Although Menudo will remain at heart a Latin group, "we plan to play in

the general market," Weiner says. "Menudo had as many Anglo fans as they had Latin fans when they reached their height." Menudo Entertainment is head-

quartered in New York, with offices in Boston and Miami. For the latest breaking news, go to

billboard.biz.

### Sinfonia Continued from page 6

During that conflict, producers planned to use "virtual orchestras" to replace striking musicians. Producers had also sought to abolish minimums, arguing that such requirements resulted in prohibitively high costs associated with large orchestras. This isn't about minimums, and

this isn't about jobs," Lennon counters. "This is about art versus corporate greed." Lennon says the machine's sole

purpose is to eliminate live music by destroying the essence of live performance for the sake of profits. Off-Broadway theaters are not subject to minimums. One musical, "The Joys of Sex," will open in May at the off-Broadway Variety Theatre using Sinfonia. For co-composer David Wein-

stein, it is not an enemy of musicians. Weinstein himself is a member of AFM's Local 47 in Hollywood.

"I'm using the Sinfonia as a tool to play these funky, wacky electric sounds that I've made," he says. "It's a mix between electric kev-

the back door, which is just a heartbeat away from Broadway. Lennon says.

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## 'The Live-Music Business Is Very Much Alive And Vibrant'

BY SUSANNE AULT

LOS ANGELES—Peter Grosslight has been immersed in the liveevent scene for nearly three decades.

event scene for nearly three decades.

The co-founder of Triad Artists, Grosslight has been senior VP and worldwide head of music for the William Morris Agency since WMA acquired Triad in 1992.

From his office in Los Angeles, Grosslight oversees 63 WMA agents handling an eite roster that includes the Eagles, Eminem, Snoop Dogg, Sheryl Crow, Willie Nelson, Hank Williams Jr., Brooks & Dunn and Simon & Garfunkel.

With Grosslight at the music helm, WMA has maintained its position as arguably the world's most powerful talent agency—even as the competition has grown. Among Grosslight's WMS innovations are the opening last year of a Miami office aimed at attracting Latin music talent. Recent wins include to-prossing tours by Simon & Carfunde and the Eagles and such signings as Van Halen and Trans-Sherian Orchesta.

Clear Channel Entertainment VP of touring Brad Wavra is steadfast in his admiration for Crosslight. "Peter has that delicate balance of being tough, smart and fair. That swhy he's at the top of the heap," Wavra says. "When the things [artists] ask for are unreasonable, at the risk of losing the client, Peter will tell them the truth."

#### Q: Your agency held its first Grammy Awards party in February. What does this signal to the music industry?

A: I think it adds an element to the music industry that emphasizes the fact that, notwithstanding the woes that are common-place in the record business, the live-music business is very much alive and vibrant. Audiences want to go to concerts as much or more than ever. That there's been a downtum in record sales has nothing to do with the live experience. We wanted to celebrate that we are a healthy industry.

### Q: With touring growing in importance to a musician's career, are there new responsibilities that agents have for their acts?

A: I think we've always had the same responsibilities. I don't think that part has changed. I think there is probably a heightened attitude in the minds of artists and managers that the bulk of their income in current times is going to come from touring. I do think the agent's role, while always important, has become even more important in the current climate.

### Q: WMA has a reputation for having a strong stable of rock, hip-hop and country acts. Is that shifting in any way?

A: We are expanding. We have a large client roster and a very large music division. And we focus on virtually every area of music—contemporary, adult contemporary, coult contemporary country, urban and Latin Janong others]. For example, we are the first agency that opened up an office in Miami. There are 25 million-pible Hispanics [in the United States], which makes this one of the largest Spanish-lanquage-peaking countries in the world.

#### Q: As major labels cut their rosters and reduce tour support, will WMA be taking fewer risks in terms of artist development?

A: We have always been in the artist-development business. The agency's artist-development investment is aweat equity. But we have a very large infrastructure and overhead to book developing artists. We are losing money at that stage. That's how we invest. With diminishing tour support, artists are having to make

compromises on the road. Some are having a more difficult time getting on the road. But we provide everything we can to make that possible.

Q: How will the market fare this year with the summer concert season?





#### A Q&A With Peter Grosslight

#### Peter Grossiight: Career Highlights

2003: Resurrects Callagalizato star with founder Perry Farrell.
2003: Opers William Works Agency refice. I Milken la Scoss on Laim
mill.
1994: WMA act the Eagles Nick of Ill Indufmari reunion tour.
1992: Named serior VP and wordwide head of music for WMA,
following WMSA sequelition of Ill Add Missis.
1994: Launches Irlad Artiss with several partners following merger of
property of the Company of the Company of the Company
2007. Topograph of William and two refore companies.
Location of the Company of the Company of the Company
Region of Missis which becomes one of the largest personalappropriators experices in the United States.

A: I think it is going to be a healthy market—certainly as good as last year and maybe better. The economy is strong enough, so there's no general economic conditions that would indicate any negative impact on the concert market. Every concert year depends substantially on which artists tour. Some years are bigger than [others]. That's been my experience in nearly 30 years of doing this.

#### Q: Which WMA acts will go out in 2004?

A: The Eagles; Van Halen; Luis Miguel; Korn; Snoop Dogg; 50
Cent; Simon & Garfunkel; Crosby, Stills & Nash; Ludacris; the
Roots: Cypress Hill: a Stray Cats reunion. Whitney Houston will do

a few shows in Germany. The Pixies reunion will be very exciting, We are levenfoing on developing a number of new touring properties, in addition to Collagations, which we've been involved in some ray days at Irida. One is being in business with the Martiely family to put out a feetind tentatively called Marley Family Presents Roots, Rock Reggiae. Smolin Groovers may go out again this year. We're also working on a children's package, We're atterment for flooders momenties that can be annual events.

#### Q: Even though Lollapalooza had dates canceled last year, it is returning this summer. Any key changes planned for 2004?

A: There are a couple of key changes in the works, and we are trying to do some things that are very unique. [At press time, Grosslight said details would be announced soon.]

#### O: Who is on your wish list to come out on tour?

A: We would love OutKast to tour. That's No. I on the wish list.
But I can't speculate on the possibility of them touring.

## Q: High ticket prices are an issue within the industry. Promoters blame high artist guarantees. With agents working to determine guarantees, what do you think of pricing these days?

A. It's undair for promoters to say that the only reason for high ticket prices are high quarantes. The general cost of producing a major tour on the road and the local cost of producing and promoting as show on the promoter side also contribute to the escalation of ticket prices. And there's also surcharges and Ticketmaster convenience less. All these things have combined to raise ticket prices to record levels. It is true that we are very sensitive to ticket prices when we are

It is the that we every sension to inche prices when we are making deals. We certainly advise our clients as to what we think is the appropriate ticket price in the marketplace. Let's put it this way. Auction outlets like elbay are selling tickets [worth] a quarter of a billion dollars. For the best tickets, consumers are willing to pay substantially over face valley.

of a billion dollars. For the best tickets, consumers are willing to pay substantially over face value.

So, ticket price isn't the issue—supply and demand is the issue. The artists get a bad rap for being the only cause of high ticket prices when they are only near of the equation.

#### Q: What other key challenges does the touring industry face?

A: To present a first-class show by a major artist, the actual production costs have skyrocketed. That makes it more difficult to put out as many shows with a first-class production at relatively reasonable ticket prices.

#### Q: Will that problem be resolved anytime soon?

A: this it's just a fact of life. Technology increases, and artists want to have the latest and greatest, and the audience wants to see the latest and greatest. And the latest and greatest is expensive. It's hard to avoid those rising costs. 10 of think that well see more varying ticket scaling from front to the back of the house. I think possibly that the best tickets will be sold for higher than they currently are, and the less attractive tickets will be less than they are.

#### Q: What changes do you see in the WMA music department during the next five years?

A: I see an expansion in the role of the agent and the agency into additional areas of service to our clients. I see growth and diversification as the mantra for the future. For example, perhaps

oversinication as the mainta or the future. For example, perhaps managing data on artists behalf, helping manage their Web sites. We're a focal point for a lot of their activities. We have a bigger infrastructure than management companies, so most management companies have to go outside their company to obtain additional services artists require. So why not just come to your agency?

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